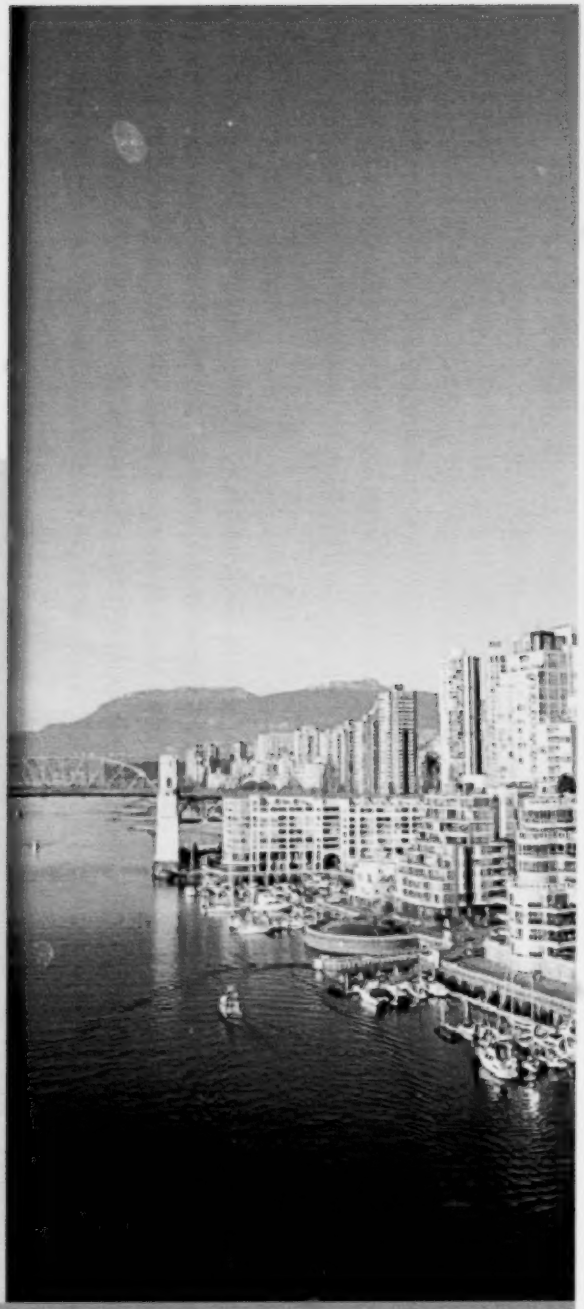
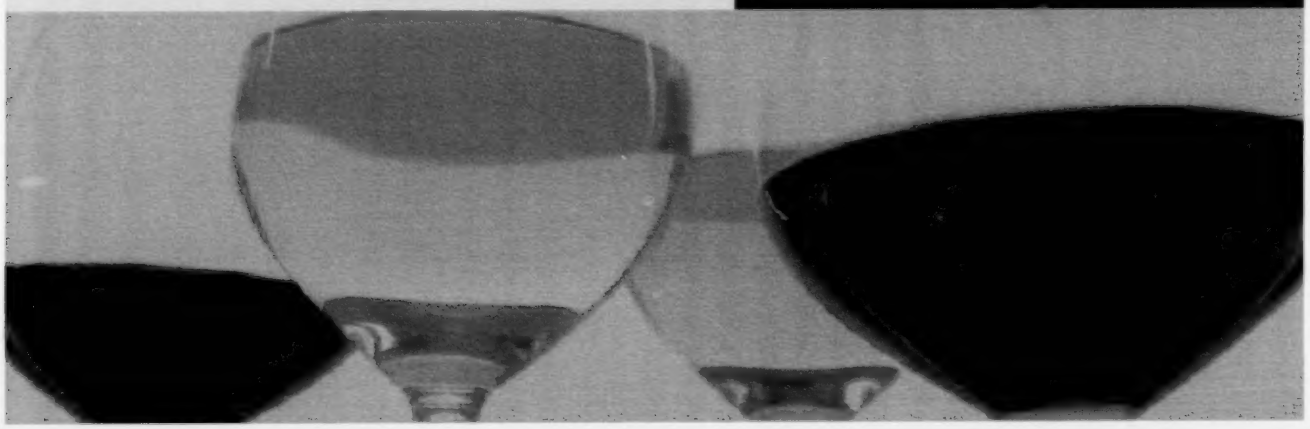
QUARTERLY MARKET REVIEW

MARCH 2013

BRITISH COLUMBIA

LIQUOR DISTRIBUTION BRANCH





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Introduction

The Liquor Distribution Branch produces the Quarterly Market Review (QMR) four times per year for reporting periods ending in March, June, September, and December.

The QMR provides provincial sales for domestic and import beer, cider, coolers, spirits and wine. Sales are provided in both litre and retail dollar value. Retail dollar value is based on the government liquor store price excluding provincial sales tax (PST) and federal goods and services tax (GST) prior to July 1, 2010 or harmonized sales tax (HST) after June 30, 2010.

For each reporting period, the QMR provides annualized sales data for five years and sales for the most recent quarter. The percentage change in sales is shown for the most recent 12 month period and the most recent quarter compared to the same time periods in the previous year. In addition, the QMR shows the percentage of sales that were made to licensed establishments where liquor is consumed on-premise (e.g. bars, restaurants etc.).

While every effort has been made to ensure accuracy and completeness of our figures, this is not guaranteed. It is the express condition of the use of this publication that the Liquor Distribution Branch shall incur no liability.

HIGHLIGHTS BY CATEGORY - RETAIL DOLLARS

All figures in this section compare the current quarter to the same quarter in the previous year.

BEER- DOMESTIC	% Change
Breweries with Annual Production over 160,000HL - Draft	-4.97%
Breweries with Annual Production over 160,000HL - Packaged	0.63%
Breweries with Annual Production over 15,000 and up to 160,000HL - Draft	18.25%
Breweries with Annual Production over 15,000 and up to 160,000HL - Packaged	11.75%
Breweries with Annual Production up to 15,000HL - Draft	28.98%
Breweries with Annual Production up to 15,000HL - Packaged	55.64%

BEER - IMPORTED	% Change
UNITED STATES OF AMERICA	5.77%
MEXICO	5.27%
NETHERLANDS	-0.55%
BELGIUM	0.85%
IRELAND	3.18%
GERMANY	-5.25%

CIDER - DOMESTIC	% Change
CIDER	14.22%

CIDER - IMPORTED	% Change
CIDER	15.50%

COOLERS - DOMESTIC	% Change
WINE	-20.17%
SPIRIT	-0.57%
BEER	/0

COOLERS - IMPORTED	% Change
WINE	3.17%
SPIRIT	23.74%
BEER	28,612.07%

SPIRITS - DOMESTIC	% Change
CANADIAN WHISKY	0.63%
VODKA	-0.45%
RUM	0.21%
LIQUEURS	5.82%
GIN	-1.02%
BRANDY	-1.91%

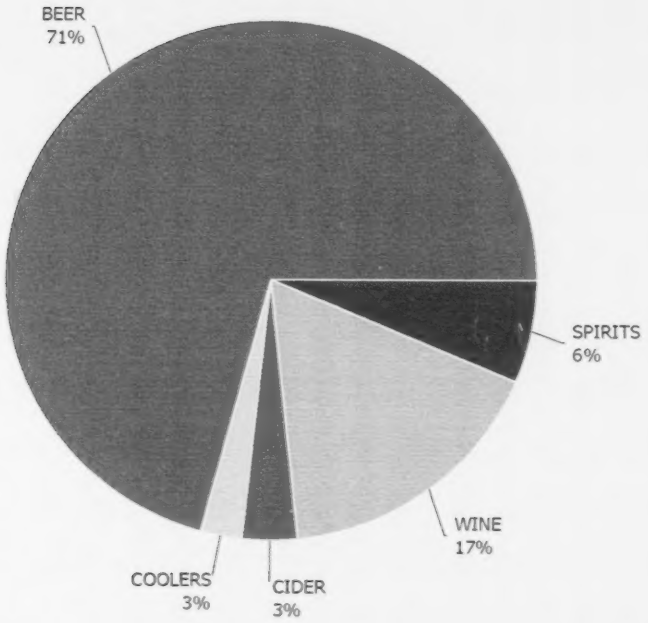
SPIRITS - IMPORTED	% Change
SCOTCH WHISKY	4.52%
VODKA	3.43%
RUM	7.92%
LIQUEURS	2.57%
GIN	6.38%
BRANDY	-0.59%

WINE - DOMESTIC	% Change
TABLE WINE RED	5.22%
TABLE WINE ROSE	12.88%
TABLE WINE WHITE	10.05%
SPARKLING WINE	39.74%
APERITIF, DESSERT AND FORTIFIED WINE	7.56%

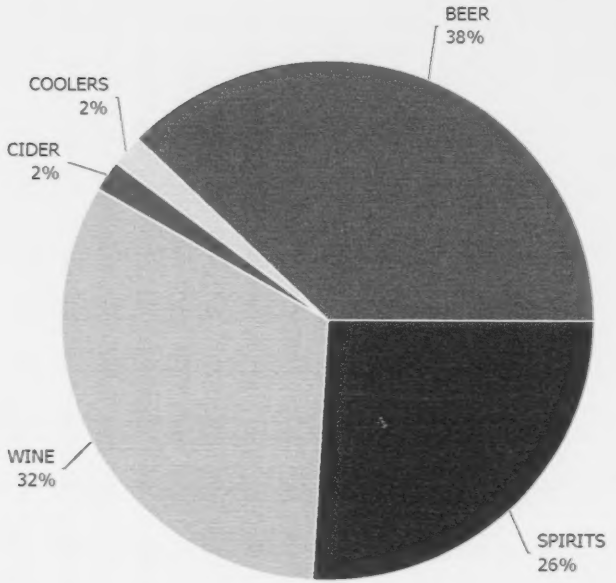
WINE - IMPORTED	% Change
TABLE WINE RED	3.90%
TABLE WINE ROSE	8.72%
TABLE WINE WHITE	6.38%
SPARKLING WINE	34.40%
APERITIF, DESSERT AND FORTIFIED WINE	3.63%

Total Market Share

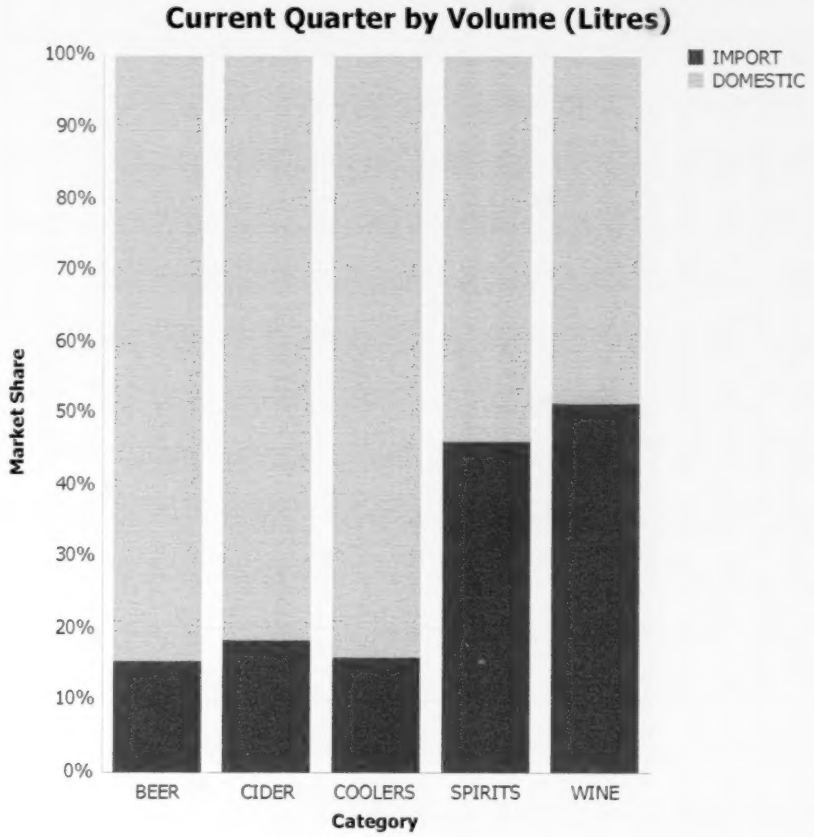
Total Market Share
Current Quarter by Volume (Litres)

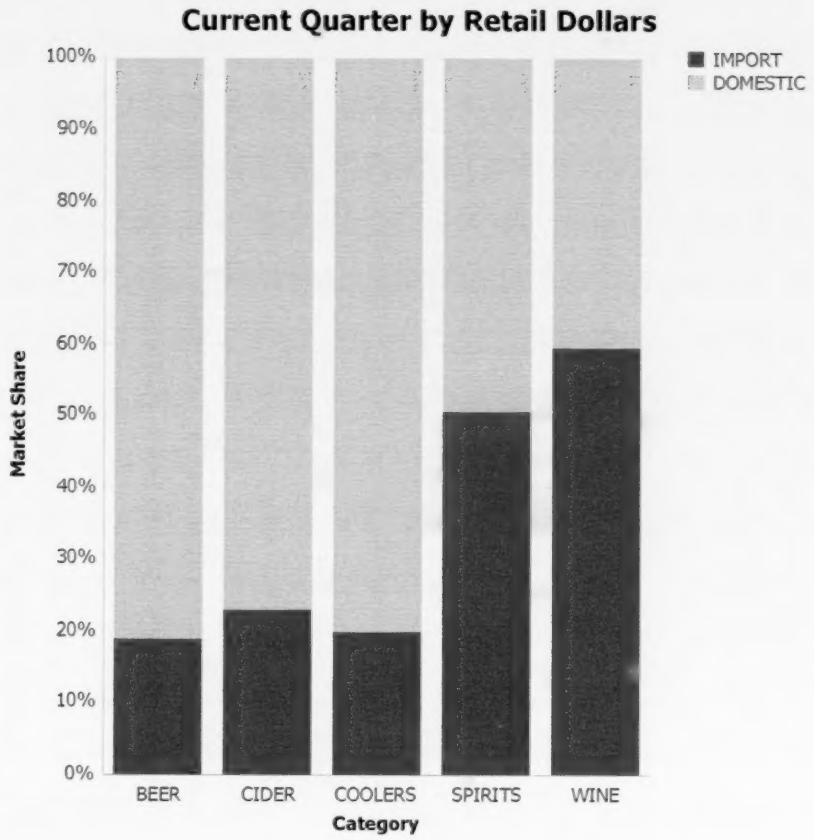


Total Market Share
Current Quarter by Retail Dollars



Domestic-Import Share by Category





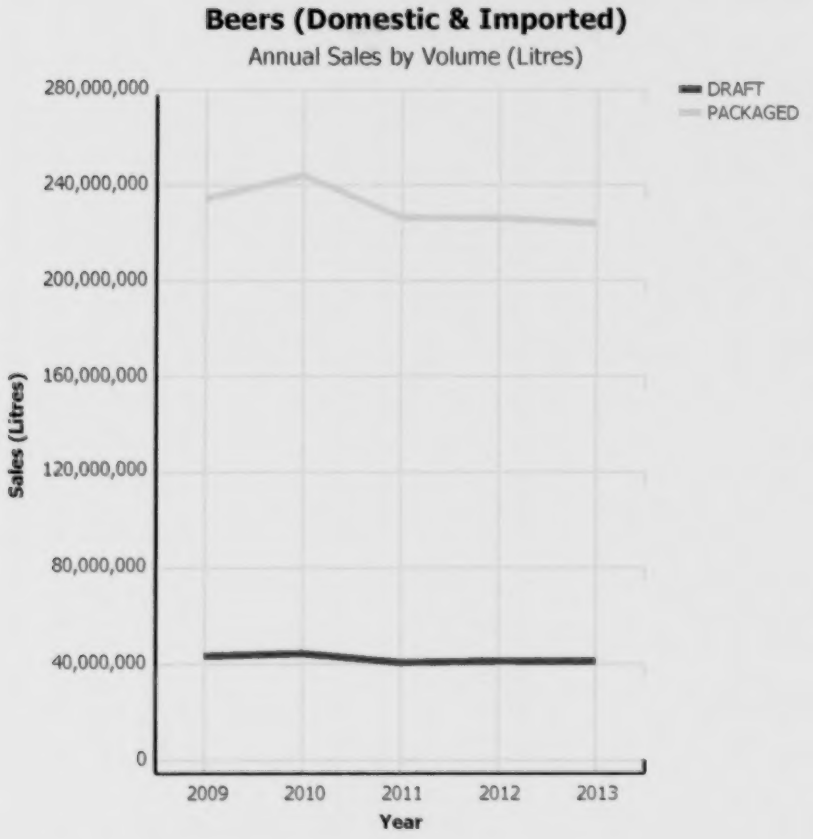
TOTAL MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN LITRES

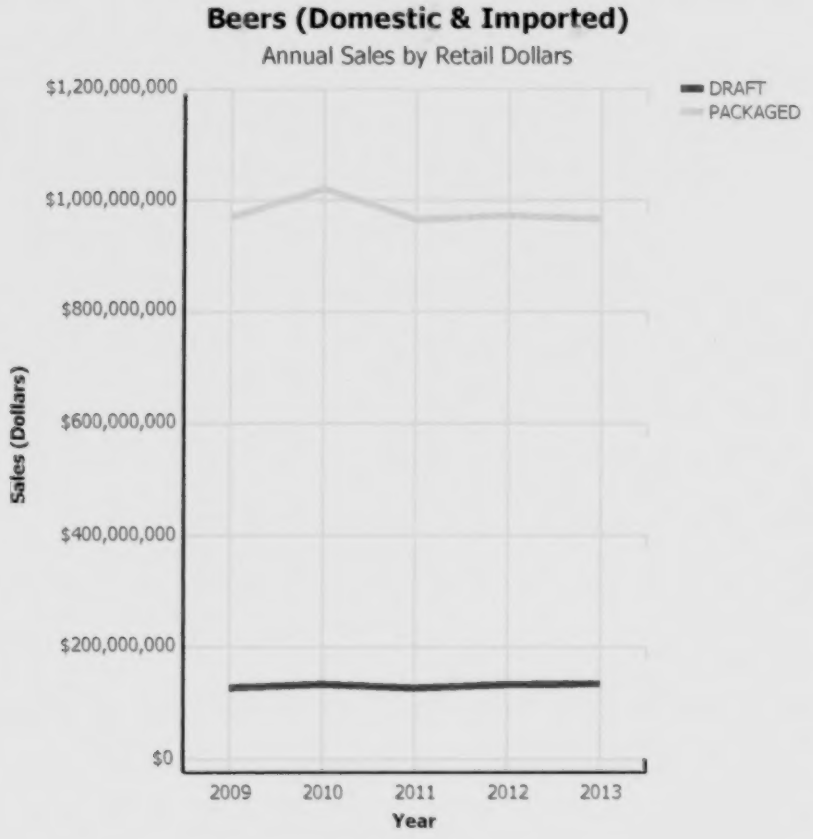
		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
BEER	DOMESTIC	236,406,265	245,213,482	221,768,409	228,149,853	227,071,081	48,382,238	2.71%	-0.47%	22.33%
	IMPORT	46,705,053	48,784,193	50,686,767	44,556,786	43,275,423	8,846,415	2.47%	-2.88%	21.48%
	BEER	**283,111,319**	**293,997,675**	**272,455,175**	**272,706,639**	**270,346,504**	**57,228,653**	**2.67%**	**-0.87%**	**22.19%**
COOLERS AND CIDERS	DOMESTIC	19,225,020	22,450,793	22,075,379	22,361,715	23,397,270	3,973,530	7.03%	4.63%	6.31%
	IMPORT	3,931,687	3,921,968	3,596,443	3,684,799	4,186,036	834,024	31.27%	13.60%	18.57%
	COOLERS AND CIDERS	**23,156,707**	**26,372,761**	**25,671,822**	**26,046,515**	**27,583,306**	**4,807,554**	**10.57%**	**5.90%**	**8.17%**
SPIRITS	DOMESTIC	15,086,044	14,126,934	13,383,666	13,160,589	12,919,320	2,740,714	0.47%	-1.83%	11.00%
	IMPORT	10,651,165	10,576,200	10,610,860	11,017,899	11,324,055	2,348,251	4.72%	2.78%	14.37%
	SPIRITS	**25,737,209**	**24,703,134**	**23,994,526**	**24,178,487**	**24,243,374**	**5,088,965**	**2.38%**	**0.27%**	**12.58%**
WINE	DOMESTIC	27,428,533	28,778,476	30,187,912	30,856,534	32,063,274	6,698,458	7.51%	3.91%	14.02%
	IMPORT	29,907,202	29,999,611	30,019,820	30,844,305	31,444,335	7,084,595	3.25%	1.95%	11.71%
	WINE	**57,335,735**	**58,778,087**	**60,207,732**	**61,700,839**	**63,507,609**	**13,783,053**	**5.28%**	**2.93%**	**12.88%**
TOTAL LIQUOR MARKET		**389,340,970**	**403,851,657**	**382,329,256**	**384,632,479**	**385,680,793**	**80,908,224**	**3.53%**	**0.27%**	**19.05%**

TOTAL MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN RETAIL DOLLARS (000's)

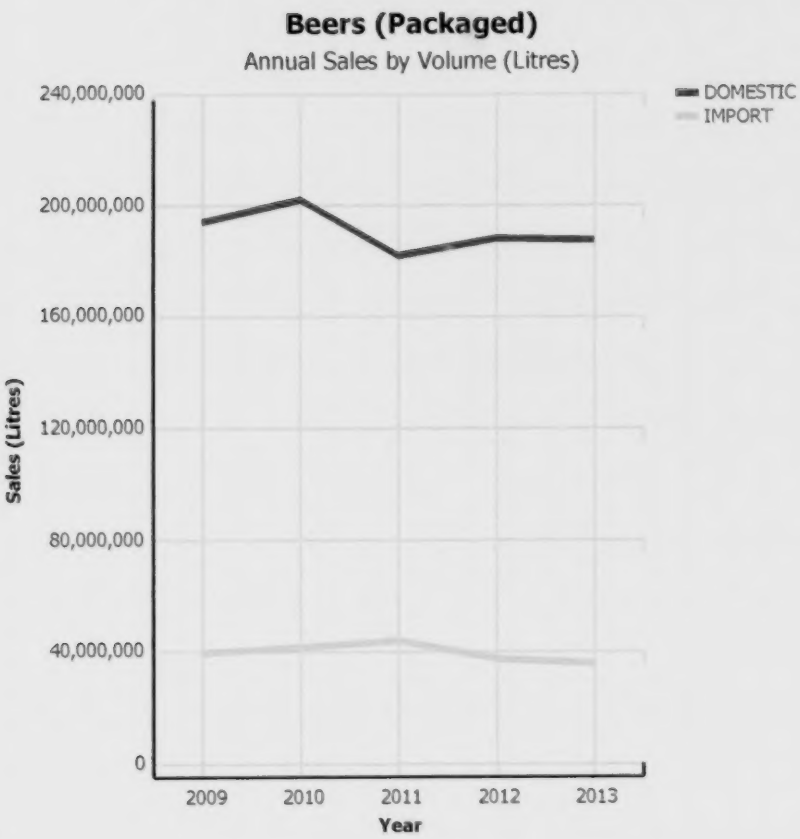
		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
BEER	DOMESTIC	$901,163	$944,995	$877,123	$907,877	$905,778	$191,460	3.23%	-0.23%	19.78%
	IMPORT	$218,183	$232,643	$237,802	$220,260	$217,703	$44,597	4.19%	-1.16%	21.64%
	BEER	**$1,119,346**	**$1,177,638**	**$1,114,926**	**$1,128,137**	**$1,123,481**	**$236,058**	**3.41%**	**-0.41%**	**20.14%**
COOLERS AND CIDERS	DOMESTIC	$90,858	$102,336	$99,333	$102,820	$106,672	$18,045	5.49%	3.75%	6.78%
	IMPORT	$23,733	$24,109	$21,744	$22,375	$25,067	$4,913	27.83%	12.03%	16.34%
	COOLERS AND CIDERS	**$114,592**	**$126,446**	**$121,078**	**$125,195**	**$131,740**	**$22,958**	**9.59%**	**5.23%**	**8.60%**
SPIRITS	DOMESTIC	$408,349	$394,696	$390,898	$387,177	$376,866	$79,986	0.11%	-2.66%	10.77%
	IMPORT	$351,835	$354,294	$366,245	$385,295	$392,932	$81,803	3.54%	1.98%	14.96%
	SPIRITS	**$760,184**	**$748,990**	**$757,142**	**$772,472**	**$769,798**	**$161,789**	**1.81%**	**-0.35%**	**12.91%**
WINE	DOMESTIC	$341,272	$361,706	$381,122	$400,212	$415,769	$82,182	8.32%	3.89%	14.94%
	IMPORT	$477,975	$469,942	$485,745	$513,987	$537,232	$120,345	6.07%	4.52%	14.00%
	WINE	**$819,247**	**$831,649**	**$866,868**	**$914,199**	**$953,001**	**$202,527**	**6.97%**	**4.24%**	**14.41%**
TOTAL LIQUOR MARKET		**$2,813,369**	**$2,884,722**	**$2,860,013**	**$2,940,003**	**$2,978,020**	**$623,331**	**4.33%**	**1.29%**	**15.92%**

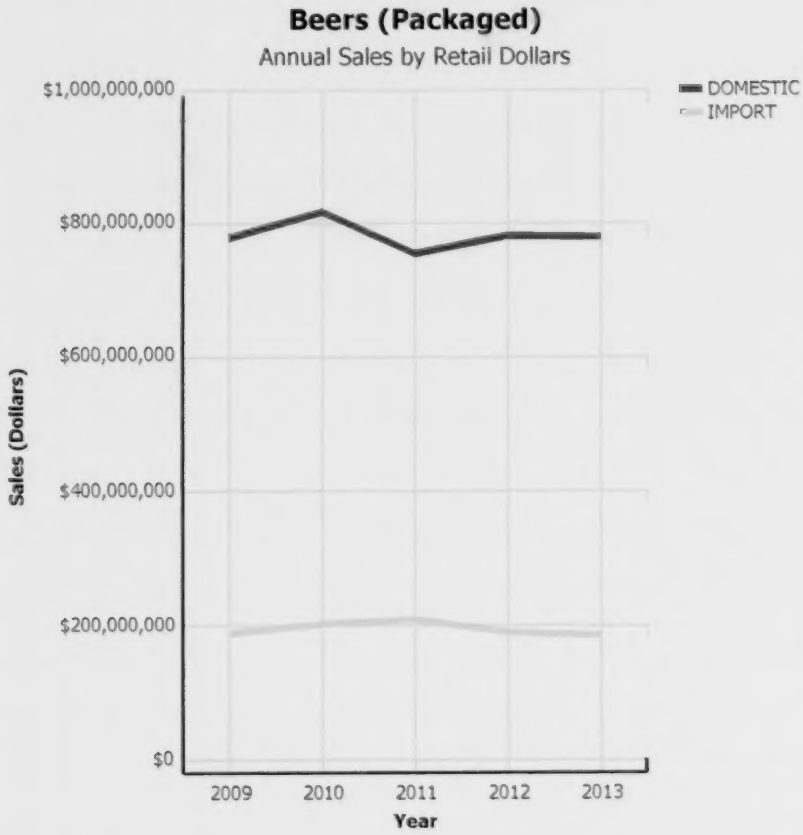
Beer Market - Packaged vs Draft (Domestic & Imported)



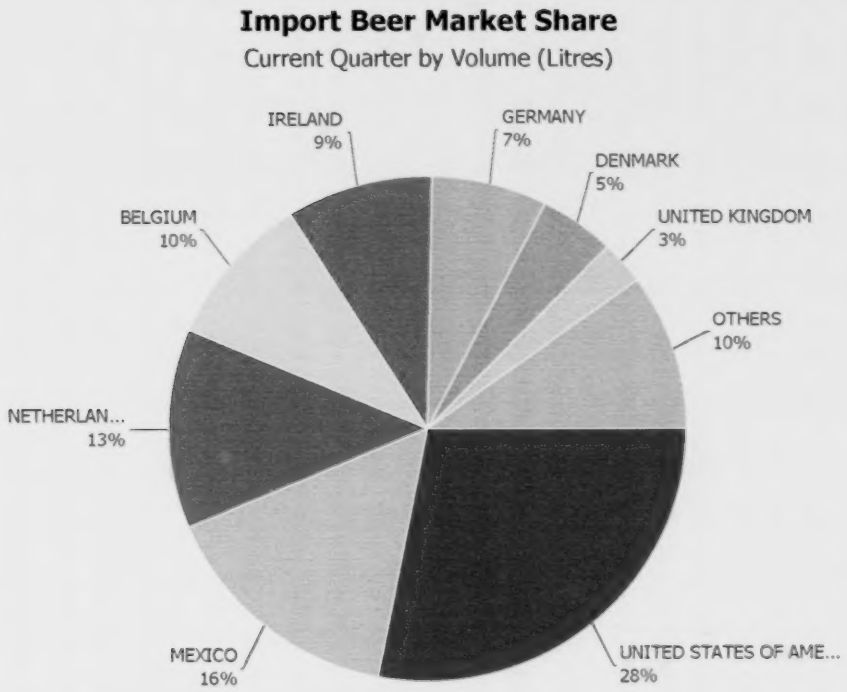


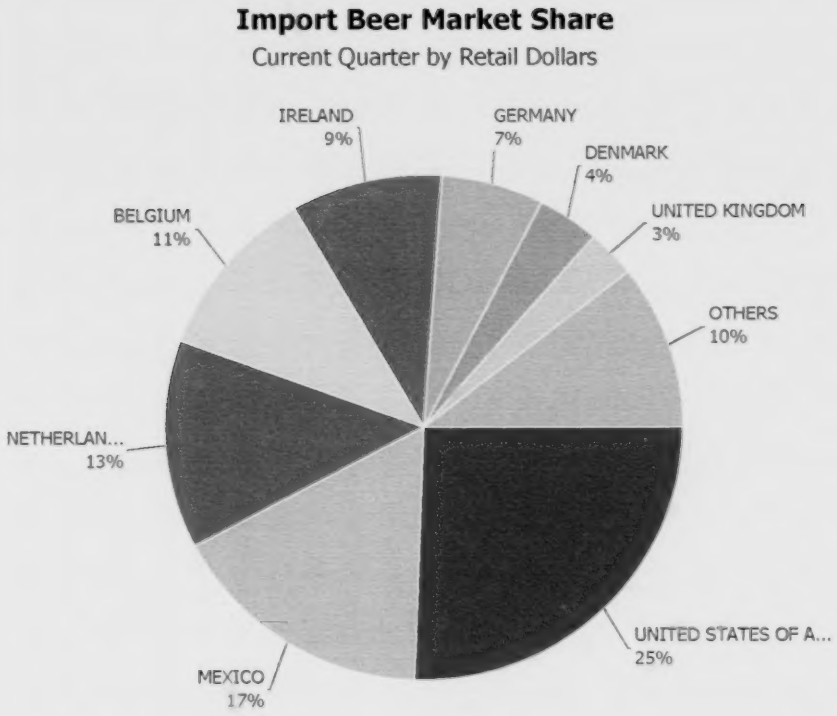
Beer Market - Domestic vs Import (Packaged)





Beer Market - Import Beer





DOMESTIC BEER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN LITRES

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
Breweries with Annual Production over 160,000HL	DRAFT	34,255,444	34,347,121	30,478,359	29,241,250	27,093,049	6,551,842	-5.66%	-7.35%	98.50%
	PACKAGED	181,639,226	185,646,769	160,214,887	162,037,592	157,645,224	32,163,243	0.76%	-2.71%	7.83%
	TOTAL	**215,894,671**	**219,993,890**	**190,693,246**	**191,278,842**	**184,738,272**	**38,715,084**	**-0.38%**	**-3.42%**	**21.13%**
Breweries with Annual Production over 15,000 and up to 160,000HL	DRAFT	3,088,867	3,564,478	4,130,880	5,124,820	5,928,213	1,413,940	16.71%	15.68%	95.19%
	PACKAGED	11,742,962	14,893,732	19,772,287	23,898,734	26,181,430	5,670,397	10.09%	9.55%	2.39%
	TOTAL	**14,831,828**	**18,458,210**	**23,903,166**	**29,023,555**	**32,109,643**	**7,084,336**	**11.35%**	**10.63%**	**19.52%**
Breweries with Annual Production up to 15,000HL	DRAFT	3,911,595	4,235,540	4,262,928	4,699,112	5,526,163	1,437,076	26.45%	17.60%	93.72%
	PACKAGED	1,768,145	2,525,842	2,909,069	3,148,344	4,697,003	1,145,742	54.42%	49.19%	4.63%
	TOTAL	**5,679,740**	**6,761,382**	**7,171,996**	**7,847,457**	**10,223,166**	**2,582,817**	**37.50%**	**30.27%**	**52.79%**
DOMESTIC DRAFT - TOTAL		41,255,906	42,147,138	38,872,166	39,065,183	38,547,424	9,402,857	1.18%	-1.33%	97.31%
DOMESTIC PACKAGED - TOTAL		195,150,359	203,066,344	182,896,243	189,084,670	188,523,657	38,979,381	3.09%	-0.30%	7.00%
DOMESTIC BEER - TOTAL		**236,406,265**	**245,213,482**	**221,768,409**	**228,149,853**	**227,071,081**	**48,382,238**	**2.71%**	**-0.47%**	**22.33%**

DOMESTIC BEER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN RETAIL DOLLARS (000s)

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
Breweries with Annual Production over 160,000HL	DRAFT	$97,211	$99,873	$92,098	$91,476	$85,231	$20,705	-4.97%	-6.83%	98.45%
	PACKAGED	$731,620	$755,270	$671,064	$678,997	$660,266	$133,993	0.63%	-2.76%	8.57%
	TOTAL	**$828,831**	**$855,144**	**$763,162**	**$770,474**	**$745,496**	**$154,698**	**-0.16%**	**-3.24%**	**18.84%**
Breweries with Annual Production over 15,000 and up to 160,000HL	DRAFT	$8,771	$10,240	$12,271	$15,533	$18,345	$4,333	18.48%	18.11%	95.12%
	PACKAGED	$42,334	$53,516	$72,428	$89,303	$98,552	$21,390	11.71%	10.36%	2.97%
	TOTAL	**$51,105**	**$63,755**	**$84,698**	**$104,836**	**$116,897**	**$25,723**	**12.80%**	**11.50%**	**17.44%**
Breweries with Annual Production up to 15,000HL	DRAFT	$12,370	$13,343	$13,859	$15,438	$18,280	$4,758	29.02%	18.41%	93.50%
	PACKAGED	$8,857	$12,753	$15,403	$17,130	$25,105	$6,281	55.64%	46.55%	4.68%
	TOTAL	**$21,227**	**$26,096**	**$29,263**	**$32,568**	**$43,384**	**$11,040**	**42.93%**	**33.21%**	**42.10%**
DOMESTIC DRAFT - TOTAL		$118,351	$123,456	$118,228	$122,447	$121,856	$29,796	2.27%	-0.48%	97.20%
DOMESTIC PACKAGED - TOTAL		$782,812	$821,539	$758,895	$785,431	$783,922	$161,664	3.41%	-0.19%	7.74%
DOMESTIC BEER - TOTAL		**$901,163**	**$944,995**	**$877,123**	**$907,877**	**$905,778**	**$191,460**	**3.23%**	**-0.23%**	**19.78%**

IMPORT BEER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN LITRES

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
ARGENTINA	PACKAGED	15,230	150	1,196	2,253	858	111	-75.89%	-61.92%	16.88%
	ARGENTINA - Total	**15,230**	**150**	**1,196**	**2,253**	**858**	**111**	**-75.89%**	**-61.92%**	**16.88%**
AUSTRALIA	PACKAGED	57,634	43,947	33,537	26,644	32,345	7,992	8.99%	21.40%	15.52%
	AUSTRALIA - Total	**57,634**	**43,947**	**33,537**	**26,644**	**32,345**	**7,992**	**8.99%**	**21.40%**	**15.52%**
AUSTRIA	DRAFT	0	1,500	8,775	12,125	13,325	3,700	19.35%	9.90%	96.25%
	PACKAGED	26,793	55,055	59,091	62,806	71,803	15,451	-4.76%	14.33%	34.24%
	AUSTRIA - Total	**26,793**	**56,555**	**67,866**	**74,931**	**85,128**	**19,151**	**-0.89%**	**13.61%**	**43.95%**
BELGIUM	DRAFT	1,250,400	1,170,990	939,000	811,945	758,420	181,465	-2.97%	-6.59%	99.24%
	PACKAGED	4,547,521	4,069,162	3,373,879	3,449,969	3,466,530	682,938	-1.22%	0.48%	16.73%
	BELGIUM - Total	**5,797,921**	**5,240,152**	**4,312,879**	**4,261,914**	**4,224,950**	**864,403**	**-1.59%**	**-0.87%**	**31.54%**
BRAZIL	PACKAGED	880,581	437,665	136,831	290	-17	-17	69.23%	-105.88%	0.00%
	BRAZIL - Total	**880,581**	**437,665**	**136,831**	**290**	**-17**	**-17**	**69.23%**	**-105.88%**	**0.00%**
CHILE	PACKAGED	0	784	684	338	0	0	n/a	-100.00%	0.00%
	CHILE - Total	**0**	**784**	**684**	**338**	**0**	**0**	**n/a**	**-100.00%**	**0.00%**
CHINA	PACKAGED	286,880	351,113	322,523	307,553	292,096	66,544	-5.52%	-5.03%	38.24%
	CHINA - Total	**286,880**	**351,113**	**322,523**	**307,553**	**292,096**	**66,544**	**-5.52%**	**-5.03%**	**38.24%**
CROATIA	PACKAGED	30,374	71,835	66,320	42,336	25,037	58	-99.23%	-40.86%	8.60%
	CROATIA - Total	**30,374**	**71,835**	**66,320**	**42,336**	**25,037**	**58**	**-99.23%**	**-40.86%**	**8.60%**
CZECH REPUBLIC	DRAFT	967	24,817	37,563	41,577	41,635	6,329	-28.95%	0.14%	70.94%
	PACKAGED	673,362	763,613	759,727	811,582	818,298	166,672	-0.26%	0.83%	4.84%
	CZECH REPUBLIC - Total	**674,329**	**788,430**	**797,290**	**853,158**	**859,933**	**173,000**	**-1.71%**	**0.79%**	**8.04%**
DENMARK	DRAFT	12,500	43,000	58,400	79,400	143,550	28,050	9.57%	80.79%	99.48%
	PACKAGED	1,181,951	1,393,953	1,361,971	1,352,408	1,592,395	374,955	14.09%	17.75%	0.99%
	DENMARK - Total	**1,194,451**	**1,436,953**	**1,420,371**	**1,431,808**	**1,735,945**	**403,005**	**13.77%**	**21.24%**	**9.13%**

IMPORT BEER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN LITRES

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
ESTONIA	PACKAGED	0	84	432	0	0	0	n/a	n/a	0.00%
	ESTONIA - Total	**0**	**84**	**432**	**0**	**0**	**0**	**n/a**	**n/a**	**0.00%**
FRANCE	DRAFT	55,150	68,690	102,750	241,740	282,640	65,500	12.43%	16.92%	99.92%
	PACKAGED	181,946	208,010	194,488	367,233	460,991	97,698	23.19%	25.53%	14.22%
	FRANCE - Total	**237,096**	**276,700**	**297,238**	**608,973**	**743,631**	**163,198**	**18.63%**	**22.11%**	**46.79%**
GERMANY	DRAFT	189,335	241,650	142,910	133,330	143,740	29,090	23.05%	7.81%	97.19%
	PACKAGED	3,459,246	3,452,991	3,245,726	3,301,820	2,847,452	622,488	-8.58%	-13.76%	3.40%
	GERMANY - Total	**3,648,581**	**3,694,641**	**3,388,636**	**3,435,150**	**2,991,192**	**651,578**	**-7.52%**	**-12.92%**	**7.91%**
GREECE	PACKAGED	8,354	10,057	8,064	11,599	12,153	2,519	3.41%	4.78%	82.55%
	GREECE - Total	**8,354**	**10,057**	**8,064**	**11,599**	**12,153**	**2,519**	**3.41%**	**4.78%**	**82.55%**
GREENLAND	PACKAGED	0	0	0	0	241	19	n/a	n/a	0.00%
	GREENLAND - Total	**0**	**0**	**0**	**0**	**241**	**19**	**n/a**	**n/a**	**0.00%**
INDIA	PACKAGED	59,373	51,692	48,171	13,745	4,714	1,052	-32.13%	-65.70%	88.24%
	INDIA - Total	**59,373**	**51,692**	**48,171**	**13,745**	**4,714**	**1,052**	**-32.13%**	**-65.70%**	**88.24%**
IRELAND	DRAFT	1,365,800	1,360,300	1,221,050	1,269,200	1,248,400	367,550	-3.37%	-1.64%	99.74%
	PACKAGED	1,287,042	1,269,813	1,188,026	1,273,706	1,446,454	438,427	6.40%	13.56%	11.56%
	IRELAND - Total	**2,652,842**	**2,630,113**	**2,409,076**	**2,542,906**	**2,694,854**	**805,977**	**1.71%**	**5.98%**	**52.41%**
ITALY	DRAFT	0	0	0	22,410	63,720	17,250	45.57%	184.34%	99.81%
	PACKAGED	121,270	173,938	208,620	273,242	285,744	57,089	-2.52%	4.58%	26.59%
	ITALY - Total	**121,270**	**173,938**	**208,620**	**295,652**	**349,464**	**74,339**	**5.58%**	**18.20%**	**39.94%**
JAMAICA	PACKAGED	200,724	230,710	222,895	233,938	234,397	47,501	3.50%	0.20%	19.71%
	JAMAICA - Total	**200,724**	**230,710**	**222,895**	**233,938**	**234,397**	**47,501**	**3.50%**	**0.20%**	**19.71%**
JAPAN	DRAFT	0	779	29,640	63,764	79,344	18,202	14.73%	24.43%	98.08%
	PACKAGED	477,905	528,644	502,222	471,902	450,989	102,183	-2.49%	-4.43%	63.78%
	JAPAN - Total	**477,905**	**529,423**	**531,862**	**535,666**	**530,333**	**120,385**	**-0.22%**	**-1.00%**	**68.91%**
KENYA	PACKAGED	9,750	8,784	10,272	8,160	10,882	2,404	11.12%	33.34%	33.37%

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		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
KENYA	**KENYA - Total**	**9,750**	**8,784**	**10,272**	**8,160**	**10,882**	**2,404**	**11.12%**	**33.34%**	**33.37%**
KOREA - SOUTH	PACKAGED	11,966	10,897	10,978	23,795	29,373	7,732	79.45%	23.44%	46.35%
	KOREA - SOUTH - Total	**11,966**	**10,897**	**10,978**	**23,795**	**29,373**	**7,732**	**79.45%**	**23.44%**	**46.35%**
LAOS	PACKAGED	0	0	103	671	414	59	-65.91%	-38.35%	52.15%
	LAOS - Total	**0**	**0**	**103**	**671**	**414**	**59**	**-65.91%**	**-38.35%**	**52.15%**
LATVIA	PACKAGED	0	180	0	0	0	0	n/a	n/a	0.00%
	LATVIA - Total	**0**	**180**	**0**	**0**	**0**	**0**	**n/a**	**n/a**	**0.00%**
LEBANON	PACKAGED	0	0	0	292	1,101	277	107.67%	277.26%	97.84%
	LEBANON - Total	**0**	**0**	**0**	**292**	**1,101**	**277**	**107.67%**	**277.26%**	**97.84%**
LITHUANIA	PACKAGED	0	60	0	30	0	0	n/a	-100.00%	0.00%
	LITHUANIA - Total	**0**	**60**	**0**	**30**	**0**	**0**	**n/a**	**-100.00%**	**0.00%**
MEXICO	PACKAGED	11,464,077	12,032,548	9,747,599	8,474,147	8,349,260	1,380,703	3.72%	-1.47%	21.85%
	MEXICO - Total	**11,464,077**	**12,032,548**	**9,747,599**	**8,474,147**	**8,349,260**	**1,380,703**	**3.72%**	**-1.47%**	**21.85%**
MONTENEGRO	PACKAGED	2,018	1,563	2,134	1,205	358	143	n/a	-70.31%	0.00%
	MONTENEGRO - Total	**2,018**	**1,563**	**2,134**	**1,205**	**358**	**143**	**n/a**	**-70.31%**	**0.00%**
NETHERLANDS	DRAFT	481,870	600,410	482,090	502,390	479,290	105,220	-3.36%	-4.60%	99.23%
	PACKAGED	6,517,044	6,330,359	5,465,610	5,339,670	5,122,977	1,017,457	-0.04%	-4.06%	15.19%
	NETHERLANDS - Total	**6,998,914**	**6,930,769**	**5,947,700**	**5,842,060**	**5,602,267**	**1,122,677**	**-0.36%**	**-4.10%**	**22.38%**
NEW ZEALAND	DRAFT	0	0	0	0	30	30	n/a	n/a	100.00%
	PACKAGED	82,705	85,798	71,279	74,541	80,345	20,242	25.90%	7.79%	3.96%
	NEW ZEALAND - Total	**82,705**	**85,798**	**71,279**	**74,541**	**80,375**	**20,272**	**25.90%**	**7.79%**	**4.00%**
NORWAY	PACKAGED	0	0	966	1,594	792	564	5.71%	-50.27%	0.00%
	NORWAY - Total	**0**	**0**	**966**	**1,594**	**792**	**564**	**5.71%**	**-50.27%**	**0.00%**
PHILIPPINES	PACKAGED	23,036	40,781	66,725	76,253	74,204	15,168	-7.45%	-2.69%	5.83%

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		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
PHILIPPINES	**PHILIPPINES - Total**	**23,036**	**40,781**	**66,725**	**76,253**	**74,204**	**15,168**	**-7.45%**	**-2.69%**	**5.83%**
POLAND	PACKAGED	100,040	100,516	115,878	113,028	110,763	22,483	11.50%	-2.00%	4.96%
	POLAND - Total	**100,040**	**100,516**	**115,878**	**113,028**	**110,763**	**22,483**	**11.50%**	**-2.00%**	**4.96%**
PORTUGAL	PACKAGED	0	0	0	10,850	16,410	3,067	9.16%	51.24%	15.08%
	PORTUGAL - Total	**0**	**0**	**0**	**10,850**	**16,410**	**3,067**	**9.16%**	**51.24%**	**15.08%**
RUSSIA (USSR)	PACKAGED	43,885	45,768	29,750	40,170	61,568	17,320	22.76%	53.27%	2.64%
	RUSSIA (USSR) - Total	**43,885**	**45,768**	**29,750**	**40,170**	**61,568**	**17,320**	**22.76%**	**53.27%**	**2.64%**
SERBIA	PACKAGED	0	0	586	1,882	2,461	853	44.03%	30.76%	1.45%
	SERBIA - Total	**0**	**0**	**586**	**1,882**	**2,461**	**853**	**44.03%**	**30.76%**	**1.45%**
SINGAPORE	PACKAGED	67,594	58,470	59,606	63,238	68,021	14,922	3.72%	7.56%	30.61%
	SINGAPORE - Total	**67,594**	**58,470**	**59,606**	**63,238**	**68,021**	**14,922**	**3.72%**	**7.56%**	**30.61%**
SLOVAK REPUBLIC	PACKAGED	0	3,968	3,850	1,902	2,100	660	86.30%	10.38%	1.91%
	SLOVAK REPUBLIC - Total	**0**	**3,968**	**3,850**	**1,902**	**2,100**	**660**	**86.30%**	**10.38%**	**1.91%**
SLOVENIA	PACKAGED	31,394	8,618	1,524	539	0	0	n/a	-100.00%	0.00%
	SLOVENIA - Total	**31,394**	**8,618**	**1,524**	**539**	**0**	**0**	**n/a**	**-100.00%**	**0.00%**
SOUTH AFRICA	PACKAGED	25,009	30,977	30,257	34,056	24,650	5,444	-19.20%	-27.62%	5.30%
	SOUTH AFRICA - Total	**25,009**	**30,977**	**30,257**	**34,056**	**24,650**	**5,444**	**-19.20%**	**-27.62%**	**5.30%**
SPAIN	PACKAGED	137,556	157,524	215,873	243,920	325,665	70,708	29.15%	33.51%	7.31%
	SPAIN - Total	**137,556**	**157,524**	**215,873**	**243,920**	**325,665**	**70,708**	**29.15%**	**33.51%**	**7.31%**
SWITZERLAND	PACKAGED	0	0	0	0	743	229	n/a	n/a	0.00%
	SWITZERLAND - Total	**0**	**0**	**0**	**0**	**743**	**229**	**n/a**	**n/a**	**0.00%**
THAILAND	PACKAGED	85,585	78,273	81,424	90,072	86,591	18,292	-1.03%	-3.86%	55.89%

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		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
THAILAND	**THAILAND - Total**	**85,585**	**78,273**	**81,424**	**90,072**	**86,591**	**18,292**	**-1.03%**	**-3.86%**	**55.89%**
TRINIDAD AND TOBAGO	PACKAGED	20,647	18,026	22,313	24,114	20,234	3,390	-2.73%	-16.09%	12.99%
	TRINIDAD AND TOBAGO - Total	**20,647**	**18,026**	**22,313**	**24,114**	**20,234**	**3,390**	**-2.73%**	**-16.09%**	**12.99%**
TURKEY	PACKAGED	45,508	33,631	32,959	51,877	58,729	14,917	21.64%	13.21%	4.99%
	TURKEY - Total	**45,508**	**33,631**	**32,959**	**51,877**	**58,729**	**14,917**	**21.64%**	**13.21%**	**4.99%**
UKRAINE	PACKAGED	7,306	7,402	2,630	0	2,560	280	n/a	n/a	14.84%
	UKRAINE - Total	**7,306**	**7,402**	**2,630**	**0**	**2,560**	**280**	**n/a**	**n/a**	**14.84%**
UNITED KINGDOM	DRAFT	75,072	57,622	61,440	69,810	109,070	37,750	109.72%	56.24%	99.27%
	PACKAGED	749,678	759,899	727,395	719,507	859,074	207,774	21.04%	19.40%	7.91%
	UNITED KINGDOM - Total	**824,750**	**817,521**	**788,835**	**789,317**	**968,144**	**245,524**	**29.46%**	**22.66%**	**18.21%**
UNITED STATES OF AMERICA	DRAFT	14,999	23,439	64,122	228,664	484,239	123,193	45.05%	111.77%	97.38%
	PACKAGED	10,337,162	12,263,236	19,104,321	13,679,762	12,073,744	2,353,655	1.31%	-11.74%	9.55%
	UNITED STATES OF AMERICA - Total	**10,352,161**	**12,286,674**	**19,168,442**	**13,908,427**	**12,557,984**	**2,476,848**	**2.85%**	**-9.71%**	**12.94%**
VIETNAM	PACKAGED	814	503	593	1,791	2,522	665	16.42%	40.81%	89.19%
	VIETNAM - Total	**814**	**503**	**593**	**1,791**	**2,522**	**665**	**16.42%**	**40.81%**	**89.19%**
IMPORT DRAFT - TOTAL		3,446,093	3,593,197	3,147,739	3,476,355	3,847,403	983,329	6.15%	10.67%	98.82%
IMPORT PACKAGED - TOTAL		43,258,961	45,190,996	47,539,027	41,080,431	39,428,020	7,863,086	2.03%	-4.02%	13.93%
IMPORT BEER - TOTAL		**46,705,053**	**48,784,193**	**50,686,767**	**44,556,786**	**43,275,423**	**8,846,415**	**2.47%**	**-2.88%**	**21.48%**

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SALES IN RETAIL DOLLARS (000s)

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
ARGENTINA	PACKAGED	$70	$1	$6	$12	$5	$1	-72.77%	-57.04%	16.89%
	ARGENTINA - Total	**$70**	**$1**	**$6**	**$12**	**$5**	**$1**	**-72.77%**	**-57.04%**	**16.89%**
AUSTRALIA	PACKAGED	$296	$237	$184	$141	$213	$45	18.88%	51.14%	14.17%
	AUSTRALIA - Total	**$296**	**$237**	**$184**	**$141**	**$213**	**$45**	**18.88%**	**51.14%**	**14.17%**
AUSTRIA	DRAFT	$0	$8	$46	$64	$71	$20	19.35%	9.90%	96.25%
	PACKAGED	$114	$238	$260	$281	$328	$72	1.52%	16.66%	33.07%
	AUSTRIA - Total	**$114**	**$245**	**$306**	**$345**	**$398**	**$91**	**4.88%**	**15.40%**	**44.28%**
BELGIUM	DRAFT	$5,403	$5,171	$4,388	$3,954	$3,746	$911	-1.24%	-5.25%	99.25%
	PACKAGED	$23,943	$22,532	$19,701	$20,083	$20,285	$4,092	1.33%	1.01%	17.30%
	BELGIUM - Total	**$29,345**	**$27,703**	**$24,089**	**$24,037**	**$24,031**	**$5,003**	**0.85%**	**-0.02%**	**30.08%**
BRAZIL	PACKAGED	$4,034	$2,185	$687	$2	$0	$0	69.23%	-105.88%	0.00%
	BRAZIL - Total	**$4,034**	**$2,185**	**$687**	**$2**	**$0**	**$0**	**69.23%**	**-105.88%**	**0.00%**
CHILE	PACKAGED	$0	$6	$5	$1	$0	$0	n/a	-100.00%	0.00%
	CHILE - Total	**$0**	**$6**	**$5**	**$1**	**$0**	**$0**	**n/a**	**-100.00%**	**0.00%**
CHINA	PACKAGED	$1,351	$1,609	$1,502	$1,474	$1,407	$325	-3.82%	-4.54%	39.76%
	CHINA - Total	**$1,351**	**$1,609**	**$1,502**	**$1,474**	**$1,407**	**$325**	**-3.82%**	**-4.54%**	**39.76%**
CROATIA	PACKAGED	$120	$269	$277	$189	$112	$0	-99.24%	-40.80%	8.60%
	CROATIA - Total	**$120**	**$269**	**$277**	**$189**	**$112**	**$0**	**-99.24%**	**-40.80%**	**8.60%**
CZECH REPUBLIC	DRAFT	$4	$100	$155	$172	$173	$26	-28.95%	0.14%	70.94%
	PACKAGED	$3,079	$3,651	$3,549	$3,755	$3,796	$788	0.87%	1.09%	4.95%
	CZECH REPUBLIC - Total	**$3,083**	**$3,751**	**$3,704**	**$3,927**	**$3,968**	**$814**	**-0.48%**	**1.05%**	**7.82%**
DENMARK	DRAFT	$53	$182	$252	$346	$625	$122	9.57%	80.75%	99.50%
	PACKAGED	$4,724	$5,752	$5,808	$5,842	$6,717	$1,563	11.81%	14.96%	1.18%
	DENMARK - Total	**$4,777**	**$5,935**	**$6,060**	**$6,188**	**$7,342**	**$1,685**	**11.65%**	**18.64%**	**9.55%**
ESTONIA	PACKAGED	$0	$0	$2	$0	$0	$0	n/a	n/a	0.00%

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SALES IN RETAIL DOLLARS (000s)

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
ESTONIA	**ESTONIA - Total**	**$0**	**$0**	**$2**	**$0**	**$0**	**$0**	**n/a**	**n/a**	**0.00%**
FRANCE	DRAFT	$208	$276	$467	$1,136	$1,362	$316	15.25%	19.87%	99.93%
	PACKAGED	$970	$1,128	$1,115	$2,137	$2,756	$595	25.96%	28.97%	14.56%
	FRANCE - Total	**$1,178**	**$1,404**	**$1,582**	**$3,274**	**$4,118**	**$911**	**22.03%**	**25.81%**	**42.80%**
GERMANY	DRAFT	$741	$1,063	$629	$599	$654	$136	27.89%	9.24%	97.21%
	PACKAGED	$14,546	$14,792	$14,252	$14,282	$12,885	$2,766	-6.44%	-9.78%	3.97%
	GERMANY - Total	**$15,287**	**$15,855**	**$14,881**	**$14,881**	**$13,539**	**$2,903**	**-5.25%**	**-9.02%**	**8.47%**
GREECE	PACKAGED	$54	$61	$50	$72	$76	$16	3.41%	6.05%	82.55%
	GREECE - Total	**$54**	**$61**	**$50**	**$72**	**$76**	**$16**	**3.41%**	**6.05%**	**82.55%**
GREENLAND	PACKAGED	$0	$0	$0	$0	$3	$0	n/a	n/a	0.00%
	GREENLAND - Total	**$0**	**$0**	**$0**	**$0**	**$3**	**$0**	**n/a**	**n/a**	**0.00%**
INDIA	PACKAGED	$377	$333	$319	$91	$27	$6	-40.57%	-70.47%	88.93%
	INDIA - Total	**$377**	**$333**	**$319**	**$91**	**$27**	**$6**	**-40.57%**	**-70.47%**	**88.93%**
IRELAND	DRAFT	$5,907	$5,998	$5,496	$5,802	$5,754	$1,703	-1.82%	-0.82%	99.76%
	PACKAGED	$6,950	$6,955	$6,699	$7,180	$7,975	$2,426	7.01%	11.07%	11.98%
	IRELAND - Total	**$12,856**	**$12,952**	**$12,195**	**$12,982**	**$13,729**	**$4,129**	**3.18%**	**5.75%**	**48.77%**
ITALY	DRAFT	$0	$0	$0	$113	$322	$87	45.57%	184.34%	99.81%
	PACKAGED	$662	$998	$1,207	$1,606	$1,752	$352	0.97%	9.15%	27.47%
	ITALY - Total	**$662**	**$998**	**$1,207**	**$1,719**	**$2,075**	**$439**	**7.52%**	**20.71%**	**38.71%**
JAMAICA	PACKAGED	$1,040	$1,197	$1,179	$1,247	$1,253	$258	4.35%	0.51%	19.77%
	JAMAICA - Total	**$1,040**	**$1,197**	**$1,179**	**$1,247**	**$1,253**	**$258**	**4.35%**	**0.51%**	**19.77%**
JAPAN	DRAFT	$0	$4	$156	$337	$419	$96	14.73%	24.43%	98.08%
	PACKAGED	$2,468	$2,749	$2,702	$2,565	$2,466	$561	-1.24%	-3.84%	63.60%
	JAPAN - Total	**$2,468**	**$2,753**	**$2,858**	**$2,902**	**$2,886**	**$657**	**0.81%**	**-0.56%**	**68.61%**
KENYA	PACKAGED	$62	$56	$67	$53	$71	$16	10.82%	33.07%	33.38%
	KENYA - Total	**$62**	**$56**	**$67**	**$53**	**$71**	**$16**	**10.82%**	**33.07%**	**33.38%**

IMPORT BEER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN RETAIL DOLLARS (000s)

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
KOREA - SOUTH	PACKAGED	$55	$51	$52	$118	$145	$38	79.35%	23.14%	46.48%
	KOREA - SOUTH - Total	**$55**	**$51**	**$52**	**$118**	**$145**	**$38**	**79.35%**	**23.14%**	**46.48%**
LAOS	PACKAGED	$0	$0	$1	$4	$3	$0	-65.96%	-38.43%	52.14%
	LAOS - Total	**$0**	**$0**	**$1**	**$4**	**$3**	**$0**	**-65.96%**	**-38.43%**	**52.14%**
LATVIA	PACKAGED	$0	$1	$0	$0	$0	$0	n/a	n/a	0.00%
	LATVIA - Total	**$0**	**$1**	**$0**	**$0**	**$0**	**$0**	**n/a**	**n/a**	**0.00%**
LEBANON	PACKAGED	$0	$0	$0	$2	$7	$2	107.68%	277.27%	97.84%
	LEBANON - Total	**$0**	**$0**	**$0**	**$2**	**$7**	**$2**	**107.68%**	**277.27%**	**97.84%**
LITHUANIA	PACKAGED	$0	$0	$0	$0	$0	$0	n/a	-100.00%	0.00%
	LITHUANIA - Total	**$0**	**$0**	**$0**	**$0**	**$0**	**$0**	**n/a**	**-100.00%**	**0.00%**
MEXICO	PACKAGED	$54,841	$57,773	$48,771	$45,542	$44,726	$7,438	5.27%	-1.79%	21.46%
	MEXICO - Total	**$54,841**	**$57,773**	**$48,771**	**$45,542**	**$44,726**	**$7,438**	**5.27%**	**-1.79%**	**21.46%**
MONTENEGRO	PACKAGED	$10	$7	$11	$4	$2	$1	n/a	-62.51%	0.00%
	MONTENEGRO - Total	**$10**	**$7**	**$11**	**$4**	**$2**	**$1**	**n/a**	**-62.51%**	**0.00%**
NETHERLANDS	DRAFT	$2,047	$2,595	$2,170	$2,330	$2,242	$497	-2.35%	-3.77%	99.25%
	PACKAGED	$32,874	$32,633	$28,677	$28,483	$27,385	$5,460	-0.39%	-3.85%	16.11%
	NETHERLANDS - Total	**$34,922**	**$35,228**	**$30,847**	**$30,812**	**$29,627**	**$5,957**	**-0.55%**	**-3.85%**	**22.40%**
NEW ZEALAND	DRAFT	$0	$0	$0	$0	$0	$0	n/a	n/a	100.00%
	PACKAGED	$387	$408	$375	$416	$501	$141	54.35%	20.25%	3.56%
	NEW ZEALAND - Total	**$387**	**$408**	**$375**	**$416**	**$501**	**$141**	**54.35%**	**20.25%**	**3.59%**
NORWAY	PACKAGED	$0	$0	$13	$19	$10	$7	11.49%	-44.57%	0.00%
	NORWAY - Total	**$0**	**$0**	**$13**	**$19**	**$10**	**$7**	**11.49%**	**-44.57%**	**0.00%**
PHILIPPINES	PACKAGED	$115	$195	$309	$364	$359	$74	-5.57%	-1.27%	6.20%
	PHILIPPINES - Total	**$115**	**$195**	**$309**	**$364**	**$359**	**$74**	**-5.57%**	**-1.27%**	**6.20%**

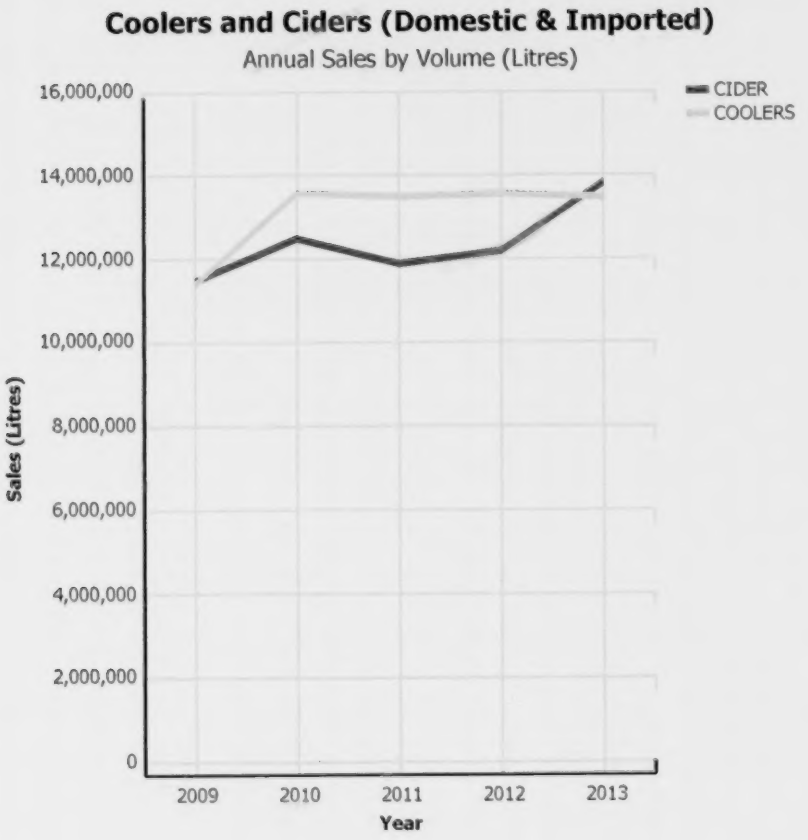
IMPORT BEER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN RETAIL DOLLARS (000s)

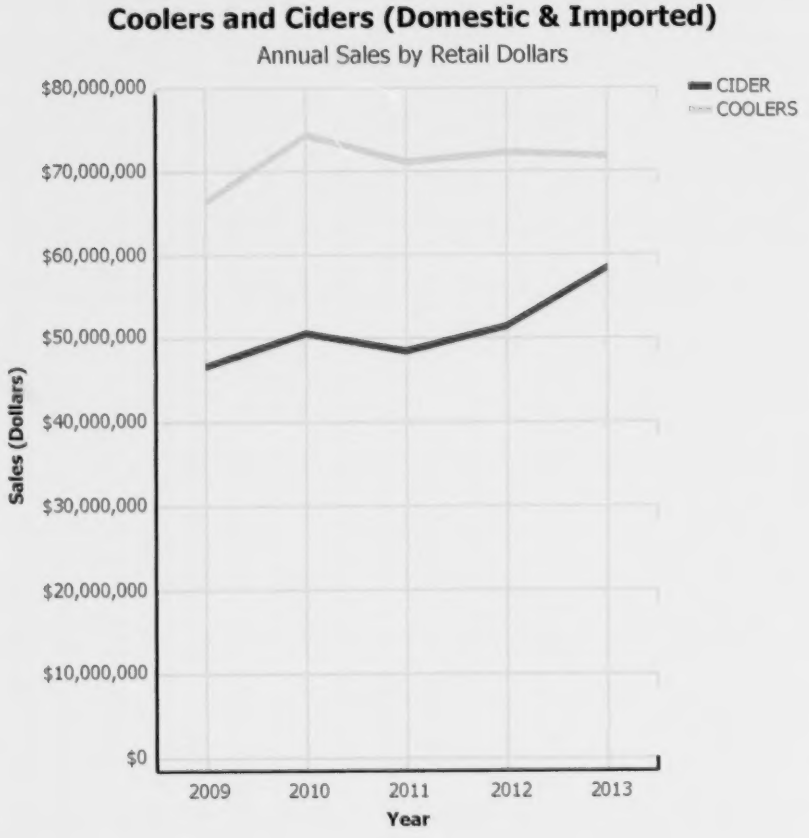
		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
POLAND	PACKAGED	$472	$474	$544	$534	$533	$109	11.40%	-0.21%	4.99%
	POLAND - Total	**$472**	**$474**	**$544**	**$534**	**$533**	**$109**	**11.40%**	**-0.21%**	**4.99%**
PORTUGAL	PACKAGED	$0	$0	$0	$64	$95	$18	9.56%	47.24%	15.07%
	PORTUGAL - Total	**$0**	**$0**	**$0**	**$64**	**$95**	**$18**	**9.56%**	**47.24%**	**15.07%**
RUSSIA (USSR)	PACKAGED	$179	$191	$131	$179	$280	$77	23.00%	56.63%	2.65%
	RUSSIA (USSR) - Total	**$179**	**$191**	**$131**	**$179**	**$280**	**$77**	**23.00%**	**56.63%**	**2.65%**
SERBIA	PACKAGED	$0	$0	$3	$8	$11	$4	35.99%	44.25%	1.55%
	SERBIA - Total	**$0**	**$0**	**$3**	**$8**	**$11**	**$4**	**35.99%**	**44.25%**	**1.55%**
SINGAPORE	PACKAGED	$325	$285	$285	$304	$318	$70	3.40%	4.43%	33.21%
	SINGAPORE - Total	**$325**	**$285**	**$285**	**$304**	**$318**	**$70**	**3.40%**	**4.43%**	**33.21%**
SLOVAK REPUBLIC	PACKAGED	$0	$20	$19	$11	$12	$4	86.28%	10.37%	1.91%
	SLOVAK REPUBLIC - Total	**$0**	**$20**	**$19**	**$11**	**$12**	**$4**	**86.28%**	**10.37%**	**1.91%**
SLOVENIA	PACKAGED	$123	$34	$6	$2	$0	$0	n/a	-100.00%	0.00%
	SLOVENIA - Total	**$123**	**$34**	**$6**	**$2**	**$0**	**$0**	**n/a**	**-100.00%**	**0.00%**
SOUTH AFRICA	PACKAGED	$99	$123	$121	$138	$100	$22	-19.18%	-27.61%	5.30%
	SOUTH AFRICA - Total	**$99**	**$123**	**$121**	**$138**	**$100**	**$22**	**-19.18%**	**-27.61%**	**5.30%**
SPAIN	PACKAGED	$517	$617	$934	$1,077	$1,473	$340	40.17%	36.71%	9.48%
	SPAIN - Total	**$517**	**$617**	**$934**	**$1,077**	**$1,473**	**$340**	**40.17%**	**36.71%**	**9.48%**
SWITZERLAND	PACKAGED	$0	$0	$0	$0	$10	$3	n/a	n/a	0.00%
	SWITZERLAND - Total	**$0**	**$0**	**$0**	**$0**	**$10**	**$3**	**n/a**	**n/a**	**0.00%**
THAILAND	PACKAGED	$443	$416	$423	$472	$457	$98	-1.26%	-3.14%	55.97%
	THAILAND - Total	**$443**	**$416**	**$423**	**$472**	**$457**	**$98**	**-1.26%**	**-3.14%**	**55.97%**

IMPORT BEER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN RETAIL DOLLARS (000s)

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TRINIDAD AND TOBAGO	PACKAGED	$100	$91	$118	$126	$109	$18	-2.72%	-13.04%	12.99%
	TRINIDAD AND TOBAGO - Total	**$100**	**$91**	**$118**	**$126**	**$109**	**$18**	**-2.72%**	**-13.04%**	**12.99%**
TURKEY	PACKAGED	$205	$160	$160	$253	$283	$70	18.33%	11.89%	5.32%
	TURKEY - Total	**$205**	**$160**	**$160**	**$253**	**$283**	**$70**	**18.33%**	**11.89%**	**5.32%**
UKRAINE	PACKAGED	$34	$34	$12	$0	$12	$1	n/a	n/a	14.85%
	UKRAINE - Total	**$34**	**$34**	**$12**	**$0**	**$12**	**$1**	**n/a**	**n/a**	**14.85%**
UNITED KINGDOM	DRAFT	$317	$241	$268	$319	$513	$179	110.47%	60.53%	99.34%
	PACKAGED	$4,370	$4,599	$4,428	$4,544	$5,267	$1,267	17.32%	15.91%	7.89%
	UNITED KINGDOM - Total	**$4,686**	**$4,840**	**$4,695**	**$4,864**	**$5,780**	**$1,446**	**24.12%**	**18.84%**	**16.00%**
UNITED STATES OF AMERICA	DRAFT	$64	$115	$317	$943	$2,001	$526	59.16%	112.08%	97.63%
	PACKAGED	$43,427	$54,028	$78,495	$60,458	$55,585	$10,829	4.07%	-8.06%	9.93%
	UNITED STATES OF AMERICA - Total	**$43,491**	**$54,143**	**$78,812**	**$61,401**	**$57,586**	**$11,355**	**5.77%**	**-6.21%**	**12.98%**
VIETNAM	PACKAGED	$4	$2	$3	$9	$12	$3	16.42%	40.78%	89.19%
	VIETNAM - Total	**$4**	**$2**	**$3**	**$9**	**$12**	**$3**	**16.42%**	**40.78%**	**89.19%**
IMPORT DRAFT - TOTAL		$14,743	$15,753	$14,344	$16,115	$17,882	$4,620	8.17%	10.96%	98.92%
IMPORT PACKAGED - TOTAL		$203,440	$216,890	$223,459	$204,144	$199,822	$39,977	3.75%	-2.12%	14.72%
IMPORT BEER - TOTAL		**$218,183**	**$232,643**	**$237,802**	**$220,260**	**$217,703**	**$44,597**	**4.19%**	**-1.16%**	**21.64%**

Cooler and Cider Sales





CIDER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN LITRES

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
DOMESTIC	DRAFT	45,555	76,848	92,232	109,878	157,573	35,142	43.49%	43.41%	92.53%
	PACKAGED	9,729,988	10,494,492	9,882,561	9,948,836	11,323,764	2,150,305	15.03%	13.82%	5.11%
	PACKAGED - OTHER	19,120	28,121	31,291	32,018	39,595	6,602	35.86%	23.66%	4.94%
	DOMESTIC - TOTAL	**9,794,663**	**10,599,461**	**10,006,084**	**10,090,732**	**11,520,932**	**2,192,048**	**15.45%**	**14.17%**	**6.30%**
IMPORT	DRAFT	426,650	406,100	361,250	378,675	394,250	98,825	14.48%	4.11%	99.12%
	PACKAGED	1,314,356	1,551,732	1,582,181	1,785,285	1,969,585	395,723	17.42%	10.32%	16.00%
	PACKAGED - OTHER	0	0	0	0	18	18	n/a	n/a	0.00%
	IMPORT - TOTAL	**1,741,006**	**1,957,832**	**1,943,431**	**2,163,960**	**2,363,853**	**494,566**	**16.82%**	**9.24%**	**29.86%**
CIDER - TOTAL		**11,535,669**	**12,557,293**	**11,949,515**	**12,254,691**	**13,884,784**	**2,686,614**	**15.70%**	**13.30%**	**10.31%**

CIDER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN RETAIL DOLLARS (000s)

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
DOMESTIC	DRAFT	$176	$292	$362	$428	$636	$143	49.77%	48.64%	92.10%
	PACKAGED	$37,738	$39,683	$37,966	$39,222	$44,824	$8,546	13.57%	14.28%	5.31%
	PACKAGED - OTHER	$482	$610	$591	$546	$660	$108	32.91%	20.89%	5.19%
	DOMESTIC - TOTAL	**$38,396**	**$40,585**	**$38,919**	**$40,196**	**$46,120**	**$8,797**	**14.22%**	**14.74%**	**6.50%**
IMPORT	DRAFT	$1,909	$1,972	$1,643	$1,726	$1,803	$454	15.38%	4.49%	99.18%
	PACKAGED	$6,727	$8,369	$8,234	$9,837	$10,815	$2,169	15.51%	9.94%	17.01%
	PACKAGED - OTHER	$0	$0	$0	$0	$0	$0	n/a	n/a	0.00%
	IMPORT - TOTAL	**$8,636**	**$10,341**	**$9,877**	**$11,563**	**$12,618**	**$2,623**	**15.50%**	**9.13%**	**28.76%**
CIDER - TOTAL		**$47,032**	**$50,927**	**$48,796**	**$51,759**	**$58,738**	**$11,420**	**14.51%**	**13.48%**	**11.28%**

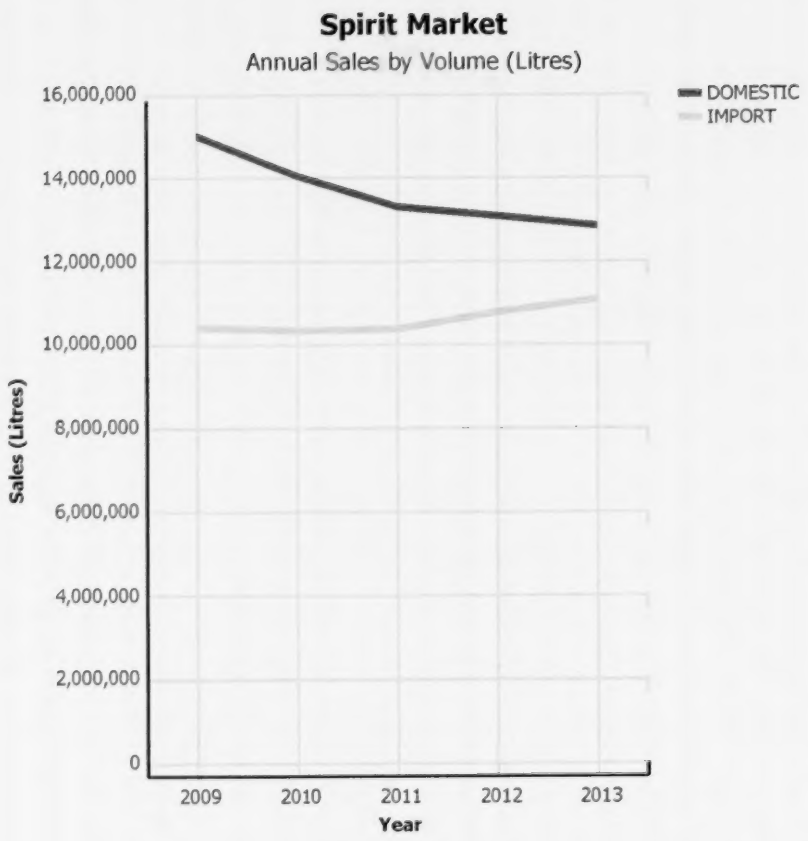
COOLER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN LITRES

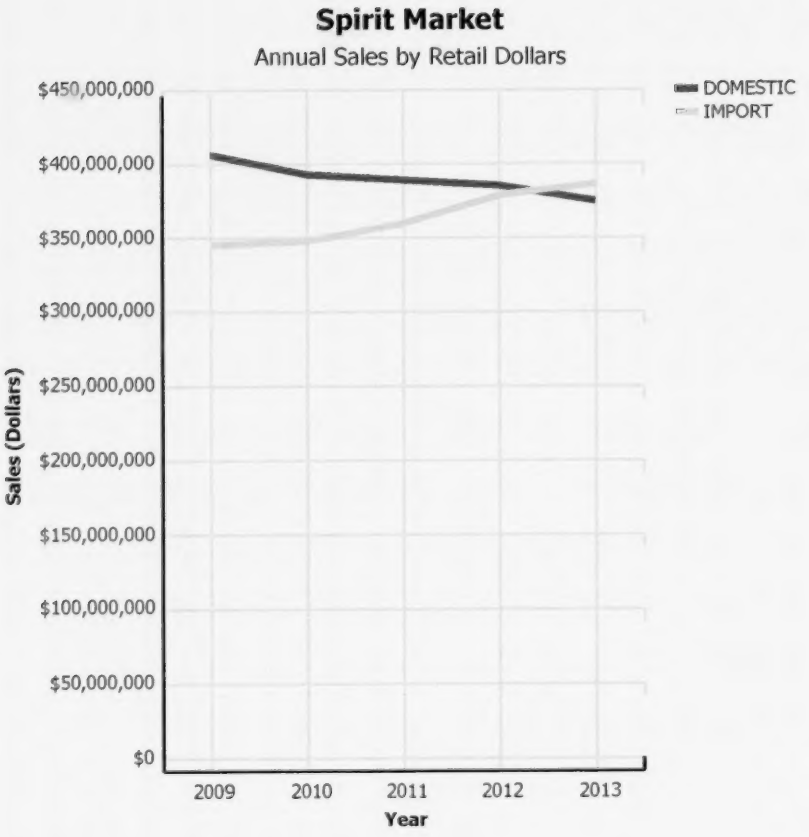
		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
DOMESTIC	BEER	1,204	355	-5	0	-2	0	n/a	n/a	0.00%
	OTHER	0	0	0	0	0	0	n/a	n/a	0.00%
	SPIRIT	8,568,688	10,795,747	11,214,468	11,587,038	11,277,066	1,674,447	-0.67%	-2.68%	6.54%
	WINE	860,465	1,055,230	854,832	683,945	599,274	107,035	-16.39%	-12.38%	1.93%
	DOMESTIC - TOTAL	**9,430,357**	**11,851,332**	**12,069,295**	**12,270,983**	**11,876,338**	**1,781,481**	**-1.78%**	**-3.22%**	**6.31%**
IMPORT	BEER	985	754	1,393	3,706	231,505	79,619	28,591.68%	6,145.93%	1.64%
	OTHER	0	0	0	-197	-6	0	100.00%	96.99%	77.78%
	SPIRIT	1,773,102	1,537,891	1,327,120	1,225,094	1,301,867	206,665	29.28%	6.27%	3.88%
	WINE	416,593	425,491	324,499	292,236	288,816	53,174	2.47%	-1.17%	5.98%
	IMPORT - TOTAL	**2,190,681**	**1,964,136**	**1,653,012**	**1,520,840**	**1,822,183**	**339,458**	**60.13%**	**19.81%**	**3.93%**
COOLERS - TOTAL		**11,621,038**	**13,815,468**	**13,722,307**	**13,791,823**	**13,698,522**	**2,120,940**	**4.70%**	**-0.68%**	**5.99%**

COOLER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN RETAIL DOLLARS (000s)

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
DOMESTIC	BEER	$10	$3	$0	$0	$0	$0	n/a	n/a	0.00%
	OTHER	$0	$0	$0	$0	$0	$0	n/a	n/a	0.00%
	SPIRIT	$48,990	$56,965	$56,497	$59,683	$58,111	$8,829	-0.57%	-2.63%	7.19%
	WINE	$3,463	$4,783	$3,917	$2,941	$2,441	$419	-20.17%	-16.99%	2.27%
	DOMESTIC - TOTAL	**$52,463**	**$61,751**	**$60,414**	**$62,624**	**$60,553**	**$9,248**	**-1.67%**	**-3.31%**	**6.99%**
IMPORT	BEER	$5	$3	$8	$20	$1,261	$426	28,612.07%	6,155.09%	1.63%
	OTHER	$0	$0	$0	($1)	$0	$0	100.00%	96.99%	77.78%
	SPIRIT	$12,250	$10,857	$9,516	$8,672	$9,060	$1,460	23.74%	4.47%	3.65%
	WINE	$2,843	$2,907	$2,343	$2,122	$2,128	$403	3.17%	0.31%	5.39%
	IMPORT - TOTAL	**$15,097**	**$13,768**	**$11,867**	**$10,812**	**$12,449**	**$2,290**	**45.65%**	**15.14%**	**3.75%**
COOLERS - TOTAL		**$67,560**	**$75,519**	**$72,281**	**$73,436**	**$73,002**	**$11,538**	**5.11%**	**-0.59%**	**6.44%**

Spirit Sales

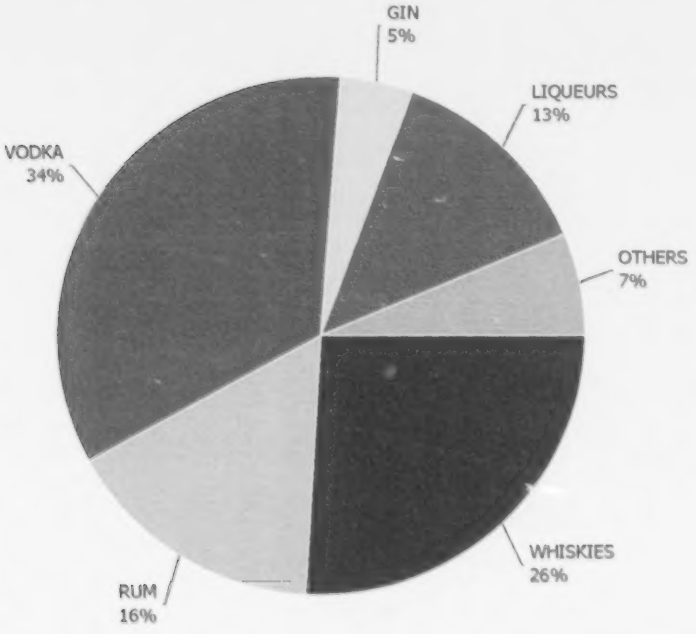




Spirit Market

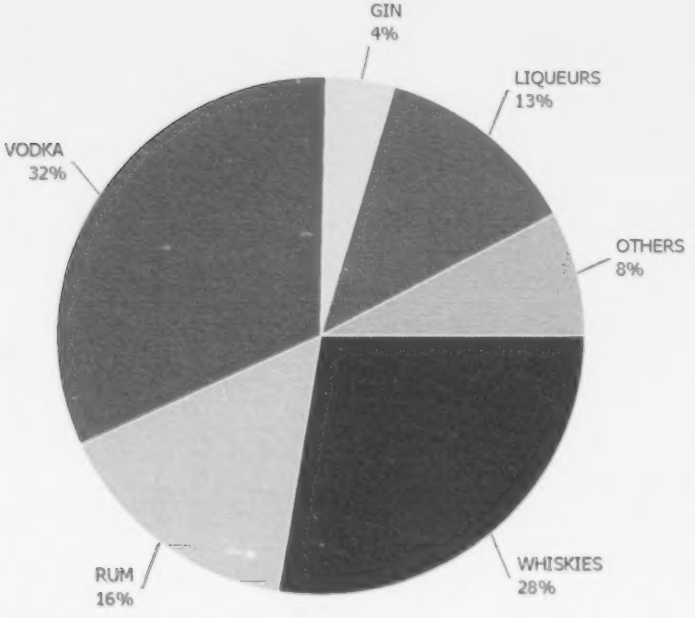
Spirit Market Share

Current Quarter by Volume (Litres)



Spirit Market Share

Current Quarter by Retail Dollars



SPIRITS MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN LITRES

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
ARMAGNAC			**1,384**	**1,472**	**1,374**	**1,984**	**1,963**	**360**	**-24.14%**	**-1.04%**	**7.69%**
ASIAN SPIRITS			**137,635**	**135,000**	**136,396**	**143,594**	**150,423**	**35,244**	**-2.17%**	**4.76%**	**41.08%**
BRANDY		DOMESTIC	91,029	83,009	73,516	68,231	66,431	14,898	-1.95%	-2.64%	6.53%
		IMPORT	430,937	400,919	391,521	383,119	373,541	86,071	-0.28%	-2.50%	3.84%
BRANDY			**521,965**	**483,928**	**465,037**	**451,350**	**439,972**	**100,969**	**-0.53%**	**-2.52%**	**4.25%**
CACHACA			**4,590**	**4,840**	**4,466**	**3,992**	**4,476**	**1,018**	**31.36%**	**12.10%**	**41.57%**
COGNAC			**42,292**	**40,701**	**41,343**	**46,292**	**48,198**	**10,650**	**4.23%**	**4.12%**	**12.47%**
EAUX DE VIE		DOMESTIC	942	767	722	723	1,226	203	9.96%	69.41%	6.52%
		IMPORT	14,711	16,082	16,018	14,949	16,000	4,012	19.24%	7.03%	8.15%
EAUX DE VIE			**15,654**	**16,849**	**16,740**	**15,672**	**17,225**	**4,215**	**18.75%**	**9.91%**	**8.03%**
GIN		DOMESTIC	368,013	376,224	320,720	302,444	296,811	58,154	-2.01%	-1.86%	17.85%
		IMPORT	866,351	835,444	823,798	857,394	915,715	173,091	6.35%	6.80%	15.53%
GIN			**1,234,365**	**1,211,668**	**1,144,518**	**1,159,839**	**1,212,526**	**231,244**	**4.11%**	**4.54%**	**16.10%**
RUM	AMBER	DOMESTIC	1,159,199	1,126,973	1,161,072	1,149,912	1,114,649	219,950	1.29%	-3.07%	8.02%
		IMPORT	599,841	659,864	703,913	748,657	817,534	157,502	6.27%	9.20%	7.02%
		AMBER	**1,759,040**	**1,786,837**	**1,864,986**	**1,898,569**	**1,932,183**	**377,452**	**3.31%**	**1.77%**	**7.60%**
	DARK	DOMESTIC	500,925	468,708	418,057	392,579	372,608	76,574	-1.63%	-5.09%	9.44%
		IMPORT	206,940	185,692	191,885	207,675	243,988	56,698	19.48%	17.49%	4.17%
		DARK	**707,865**	**654,401**	**609,942**	**600,254**	**616,597**	**133,272**	**6.36%**	**2.72%**	**7.36%**
	WHITE	DOMESTIC	1,900,738	1,767,015	1,628,025	1,529,085	1,482,117	295,869	2.38%	-3.07%	11.70%
		IMPORT	120,089	114,803	102,333	108,235	90,722	16,977	-11.98%	-16.18%	18.18%
		WHITE	**2,020,827**	**1,881,817**	**1,730,358**	**1,637,320**	**1,572,839**	**312,846**	**1.48%**	**-3.94%**	**12.07%**
RUM		DOMESTIC	3,560,862	3,362,696	3,207,155	3,071,576	2,969,374	592,393	1.44%	-3.33%	10.03%
		IMPORT	926,870	960,359	998,131	1,064,567	1,152,244	231,177	7.55%	8.24%	7.30%
RUM			**4,487,732**	**4,323,055**	**4,205,286**	**4,136,143**	**4,121,618**	**823,570**	**3.08%**	**-0.35%**	**9.27%**
TEQUILA		DOMESTIC	0	0	0	13	117	0	-100.00%	804.65%	0.00%
		IMPORT	494,251	516,327	516,838	549,471	602,720	116,328	9.48%	9.69%	33.63%
TEQUILA			**494,251**	**516,327**	**516,838**	**549,484**	**602,837**	**116,328**	**9.47%**	**9.71%**	**33.62%**

SPIRITS MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN LITRES

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
VODKA	DOMESTIC	5,452,168	5,114,399	4,848,229	4,724,551	4,661,382	1,028,782	0.02%	-1.34%	13.14%
	IMPORT	2,615,003	2,888,082	3,034,301	3,214,340	3,265,262	704,513	3.40%	1.58%	12.45%
VODKA		**8,067,171**	**8,002,482**	**7,882,530**	**7,938,892**	**7,926,643**	**1,733,295**	**1.37%**	**-0.15%**	**12.85%**
WHISKY	AMERICAN WHISKY	323,007	329,290	350,954	400,628	433,925	100,099	7.58%	8.31%	26.11%
	CANADIAN WHISKY	4,609,222	4,249,539	4,045,186	4,074,677	4,034,058	865,068	1.81%	-1.00%	6.56%
	IRISH WHISKY	102,686	109,923	124,582	147,791	165,257	46,089	8.01%	11.82%	23.57%
	JAPANESE WHISKY	22	807	382	1,011	1,724	449	17.95%	70.51%	6.93%
	SCOTCH - BLEND	1,109,033	1,047,760	1,038,085	1,025,783	992,251	221,703	-0.21%	-3.27%	2.83%
	SCOTCH - MALT	328,630	320,270	326,743	342,363	364,747	77,448	9.34%	6.54%	7.53%
	OTHER WHISKY	424	1,398	4,223	6,074	7,158	1,750	67.79%	17.84%	1.04%
WHISKY		**1,109,033**	**1,047,760**	**1,038,085**	**1,025,783**	**992,251**	**221,703**	**-0.21%**	**-3.27%**	**2.83%**
OTHER SPIRITS	RESTRICTED	1,206	1,488	1,384	1,432	1,390	354	-2.34%	-3.00%	0.04%
	APERITIF	12,786	14,248	13,710	15,398	17,491	3,782	22.10%	13.59%	23.05%
	FLAVOURED	1,401	2,851	2,774	2,306	1,747	391	-15.08%	-24.27%	6.38%
	READY TO MIX COCKTAILS	172,279	164,242	154,054	149,032	143,020	28,785	-1.25%	-4.03%	53.52%
	READY TO SERVE COCKTAILS	258,383	225,376	161,391	180,945	219,016	24,963	28.14%	21.04%	0.40%
	SCHNAPPS	6,867	6,503	6,459	5,557	5,247	1,072	4.16%	-5.57%	6.29%
OTHER SPIRITS		**452,923**	**414,709**	**339,771**	**354,670**	**387,910**	**59,346**	**10.76%**	**9.37%**	**21.11%**
SPIRIT - GIFT PACKS	DOMESTIC	11,878	13,202	9,315	33,802	15,676	1,268	-85.69%	-53.62%	0.35%
	IMPORT	17,476	23,736	18,156	16,962	25,308	1,761	58.05%	49.21%	0.78%
SPIRIT - GIFT PACKS		**29,354**	**36,937**	**27,472**	**50,763**	**40,984**	**3,029**	**-69.63%**	**-19.27%**	**0.62%**

SPIRITS MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN RETAIL DOLLARS (000s)

			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
ARMAGNAC			**$175**	**$189**	**$155**	**$220**	**$252**	**$48**	**-30.47%**	**14.20%**	**5.47%**
ASIAN SPIRITS			**$3,521**	**$3,702**	**$5,344**	**$7,495**	**$8,303**	**$1,416**	**-43.30%**	**10.79%**	**20.76%**
BRANDY		DOMESTIC	$2,336	$2,224	$2,086	$1,949	$1,886	$423	-1.91%	-3.23%	6.51%
		IMPORT	$11,464	$11,107	$11,389	$11,222	$10,791	$2,483	-0.59%	-3.84%	4.26%
BRANDY			**$13,800**	**$13,332**	**$13,474**	**$13,171**	**$12,677**	**$2,905**	**-0.79%**	**-3.75%**	**4.60%**
CACHACA			**$173**	**$182**	**$185**	**$167**	**$168**	**$35**	**9.09%**	**0.64%**	**44.60%**
COGNAC			**$4,230**	**$4,132**	**$4,419**	**$5,779**	**$6,203**	**$1,526**	**8.03%**	**7.33%**	**11.02%**
EAUX DE VIE		DOMESTIC	$94	$82	$77	$74	$117	$19	16.69%	59.01%	7.28%
		IMPORT	$706	$780	$786	$704	$737	$183	19.94%	4.67%	10.93%
EAUX DE VIE			**$800**	**$862**	**$863**	**$777**	**$854**	**$202**	**19.62%**	**9.81%**	**10.43%**
GIN		DOMESTIC	$9,872	$10,359	$9,277	$8,927	$8,744	$1,717	-1.02%	-2.05%	17.66%
		IMPORT	$25,579	$25,066	$25,284	$26,459	$27,773	$5,271	6.38%	4.97%	16.04%
GIN			**$35,451**	**$35,426**	**$34,561**	**$35,386**	**$36,517**	**$6,987**	**4.46%**	**3.20%**	**16.43%**
RUM	AMBER	DOMESTIC	$33,059	$32,912	$35,507	$35,899	$34,544	$6,852	0.62%	-3.77%	8.22%
		IMPORT	$17,668	$20,523	$23,057	$24,798	$26,498	$5,186	5.14%	6.86%	7.53%
		AMBER	**$50,727**	**$53,435**	**$58,564**	**$60,696**	**$61,042**	**$12,038**	**2.52%**	**0.57%**	**7.92%**
	DARK	DOMESTIC	$12,944	$12,668	$12,194	$11,476	$10,722	$2,219	-2.04%	-6.56%	9.54%
		IMPORT	$5,865	$5,474	$6,088	$6,960	$8,414	$1,996	23.75%	20.88%	4.37%
		DARK	**$18,809**	**$18,142**	**$18,283**	**$18,436**	**$19,136**	**$4,215**	**8.69%**	**3.80%**	**7.27%**
	WHITE	DOMESTIC	$49,415	$47,861	$46,267	$44,021	$41,867	$8,328	0.49%	-4.89%	11.74%
		IMPORT	$3,349	$3,285	$3,013	$3,262	$2,697	$508	-12.47%	-17.32%	18.95%
		WHITE	**$52,764**	**$51,146**	**$49,281**	**$47,283**	**$44,563**	**$8,836**	**-0.36%**	**-5.75%**	**12.18%**
RUM		DOMESTIC	$95,417	$93,441	$93,969	$91,396	$87,133	$17,399	0.21%	-4.66%	10.07%
		IMPORT	$26,882	$29,282	$32,159	$35,019	$37,609	$7,690	7.92%	7.39%	7.64%
RUM			**$122,299**	**$122,724**	**$126,127**	**$126,415**	**$124,742**	**$25,089**	**2.45%**	**-1.32%**	**9.34%**
TEQUILA		DOMESTIC	$0	$0	$0	$2	$3	$0	-100.00%	17.56%	0.00%
		IMPORT	$22,147	$22,647	$21,771	$22,496	$24,285	$4,699	7.95%	7.95%	32.51%
TEQUILA			**$22,147**	**$22,647**	**$21,771**	**$22,498**	**$24,288**	**$4,699**	**7.89%**	**7.96%**	**32.51%**

SPIRITS MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN RETAIL DOLLARS (000s)

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
VODKA	DOMESTIC	$142,381	$139,549	$138,579	$136,303	$134,697	$29,599	-0.45%	-1.18%	13.03%
	IMPORT	$79,845	$90,706	$97,896	$104,216	$104,611	$22,451	3.43%	0.38%	13.94%
VODKA		**$222,226**	**$230,255**	**$236,475**	**$240,519**	**$239,308**	**$52,050**	**1.19%**	**-0.50%**	**13.43%**
WHISKY	AMERICAN WHISKY	$11,133	$11,675	$12,815	$14,860	$16,113	$3,745	8.70%	8.43%	27.06%
	CANADIAN WHISKY	$131,382	$123,562	$122,228	$123,191	$119,575	$25,680	1.37%	-2.94%	6.62%
	IRISH WHISKY	$3,883	$4,268	$4,984	$5,869	$6,409	$1,772	8.63%	9.19%	23.54%
	JAPANESE WHISKY	$3	$87	$53	$125	$207	$55	22.06%	65.90%	6.75%
	SCOTCH - BLEND	$37,328	$35,248	$35,459	$35,085	$33,405	$7,428	-0.27%	-4.79%	3.73%
	SCOTCH - MALT	$22,475	$22,623	$23,984	$25,539	$27,400	$5,841	11.33%	7.29%	8.79%
	OTHER WHISKY	$49	$146	$283	$342	$360	$83	34.93%	5.43%	2.16%
WHISKY		**$37,328**	**$35,248**	**$35,459**	**$35,085**	**$33,405**	**$7,428**	**-0.27%**	**-4.79%**	**3.73%**
OTHER SPIRITS	RESTRICTED	$55	$69	$64	$66	$64	$16	-2.35%	-3.00%	0.04%
	APERITIF	$380	$416	$414	$481	$536	$116	20.12%	11.35%	23.76%
	FLAVOURED	$57	$101	$100	$90	$68	$17	-10.22%	-24.43%	9.62%
	READY TO MIX COCKTAILS	$3,977	$3,823	$3,666	$3,570	$3,382	$685	-1.37%	-5.29%	53.24%
	READY TO SERVE COCKTAILS	$5,575	$4,927	$3,766	$4,045	$4,761	$620	27.25%	17.71%	0.40%
	SCHNAPPS	$259	$245	$249	$216	$210	$45	11.58%	-2.71%	6.56%
OTHER SPIRITS		**$10,302**	**$9,581**	**$8,259**	**$8,468**	**$9,021**	**$1,499**	**10.72%**	**6.52%**	**21.80%**
SPIRIT - GIFT PACKS	DOMESTIC	$525	$517	$473	$1,138	$797	$64	-75.71%	-29.95%	0.32%
	IMPORT	$824	$1,032	$928	$885	$1,116	$85	13.94%	26.11%	0.93%
SPIRIT - GIFT PACKS		**$1,349**	**$1,549**	**$1,400**	**$2,023**	**$1,913**	**$149**	**-55.83%**	**-5.43%**	**0.68%**

SPIRITS MARKET - LIQUEURS
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN LITRES

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
ALMOND	DOMESTIC	22,118	17,890	13,102	12,004	4,102	334	-87.17%	-65.83%	68.44%
	IMPORT	114,318	108,047	107,549	102,493	103,402	22,301	11.96%	0.89%	15.72%
	ALMOND - TOTAL	**136,437**	**125,936**	**120,651**	**114,497**	**107,504**	**22,635**	**0.51%**	**-6.11%**	**17.73%**
ANISE / LICORICE	DOMESTIC	3,264	2,058	1,492	1,296	1,132	268	-35.61%	-12.67%	37.97%
	IMPORT	160,577	146,607	138,861	134,316	128,312	27,964	2.52%	-4.47%	18.88%
	ANISE / LICORICE - TOTAL	**163,841**	**148,665**	**140,353**	**135,612**	**129,444**	**28,233**	**1.95%**	**-4.55%**	**19.05%**
APPLE	DOMESTIC	0	0	253	431	423	106	-18.42%	-1.85%	94.34%
	IMPORT	59,505	50,966	42,243	37,861	31,718	6,822	-16.35%	-16.22%	44.04%
	APPLE - TOTAL	**59,505**	**50,966**	**42,496**	**38,292**	**32,141**	**6,928**	**-16.39%**	**-16.06%**	**44.70%**
APRICOT	DOMESTIC	9,098	8,544	8,370	8,281	7,675	1,370	-24.47%	-7.32%	6.07%
	IMPORT	19,309	18,941	20,150	20,289	19,628	4,214	1.73%	-3.26%	26.36%
	APRICOT - TOTAL	**28,407**	**27,485**	**28,520**	**28,569**	**27,303**	**5,585**	**-6.25%**	**-4.43%**	**20.66%**
BANANA	DOMESTIC	17,229	7,636	3,777	3,229	2,511	322	-39.11%	-22.21%	21.09%
	IMPORT	33,673	34,511	32,184	31,128	28,350	5,939	-9.05%	-8.92%	62.81%
	BANANA - TOTAL	**50,901**	**42,147**	**35,961**	**34,356**	**30,862**	**6,261**	**-11.30%**	**-10.17%**	**59.42%**
BERRY - OTHER	DOMESTIC	84	134	462	951	518	46	-84.09%	-45.50%	0.00%
	IMPORT	1,676	1,289	804	578	742	352	169.19%	28.39%	27.94%
	BERRY - OTHER - TOTAL	**1,760**	**1,423**	**1,266**	**1,529**	**1,260**	**398**	**-5.34%**	**-17.58%**	**16.45%**
BLACK CURRANT / CASSIS	DOMESTIC	33	400	273	197	286	64	58.33%	45.06%	0.00%
	IMPORT	7,766	7,458	6,856	6,643	6,232	1,306	-4.23%	-6.19%	35.72%
	BLACK CURRANT / CASSIS - TOTAL	**7,799**	**7,859**	**7,128**	**6,840**	**6,518**	**1,371**	**-2.43%**	**-4.71%**	**34.15%**
BLACKBERRY	DOMESTIC	37	74	30	19	57	8	185.71%	204.00%	0.00%
	IMPORT	3,196	2,868	3,030	2,572	2,282	451	-5.98%	-11.29%	29.16%

SPIRITS MARKET - LIQUEURS
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN LITRES

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
BLACKBERRY	**BLACKBERRY - TOTAL**	**3,233**	**2,942**	**3,060**	**2,591**	**2,339**	**458**	**-4.94%**	**-9.73%**	**28.45%**
BUTTERSCOTCH	DOMESTIC	340	410	440	701	742	185	-20.59%	5.85%	99.23%
	IMPORT	53,199	48,688	52,415	59,512	65,176	16,041	9.46%	9.52%	55.11%
	BUTTERSCOTCH - TOTAL	**53,538**	**49,099**	**52,855**	**60,213**	**65,918**	**16,226**	**8.99%**	**9.47%**	**55.61%**
CACAO / CHOCOLATE	DOMESTIC	6,500	5,987	6,174	5,538	5,554	1,182	-1.93%	0.30%	19.20%
	IMPORT	92	-1	0	1	81	81	n/a	10,650.00%	1.40%
	CACAO / CHOCOLATE - TOTAL	**6,591**	**5,986**	**6,174**	**5,539**	**5,635**	**1,263**	**4.76%**	**1.74%**	**18.95%**
CACAO / WHITE	DOMESTIC	34,424	25,952	23,408	23,213	21,954	5,037	-3.45%	-5.42%	51.29%
	IMPORT	151	28	7	4	0	0	-100.00%	-100.00%	0.00%
	CACAO / WHITE - TOTAL	**34,575**	**25,979**	**23,414**	**23,216**	**21,954**	**5,037**	**-3.47%**	**-5.44%**	**51.29%**
CHERRY	DOMESTIC	1,083	36	254	268	775	116	6.92%	188.69%	5.47%
	IMPORT	9,426	9,097	8,511	8,671	9,094	2,080	20.08%	4.88%	26.54%
	CHERRY - TOTAL	**10,509**	**9,133**	**8,765**	**8,939**	**9,869**	**2,196**	**19.30%**	**10.40%**	**24.89%**
CHESTNUT	IMPORT	0	20	22	4	0	0	n/a	-100.00%	0.00%
	CHESTNUT - TOTAL	**0**	**20**	**22**	**4**	**0**	**0**	**n/a**	**-100.00%**	**0.00%**
CITRUS OTHER THAN ORANGE	IMPORT	267	17	0	810	451	54	-83.33%	-44.32%	0.00%
	CITRUS OTHER THAN ORANGE - TOTAL	**267**	**17**	**0**	**810**	**451**	**54**	**-83.33%**	**-44.32%**	**0.00%**
COCONUT	DOMESTIC	139,611	124,121	116,770	119,172	113,883	18,724	-2.42%	-4.44%	12.18%
	IMPORT	17,904	15,463	14,846	13,095	12,484	2,278	-7.68%	-4.66%	22.61%
	COCONUT - TOTAL	**157,515**	**139,584**	**131,616**	**132,266**	**126,367**	**21,002**	**-3.02%**	**-4.46%**	**13.21%**
COFFEE	DOMESTIC	11,778	6,115	2,289	1,541	375	9	-95.00%	-75.67%	33.60%
	IMPORT	362,310	318,454	297,207	289,988	281,068	51,372	-1.18%	-3.08%	12.59%

SPIRITS MARKET - LIQUEURS
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SALES IN LITRES

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
COFFEE	**COFFEE - TOTAL**	**374,088**	**324,569**	**299,496**	**291,529**	**281,443**	**51,381**	**-1.51%**	**-3.46%**	**12.62%**
CRANBERRY	DOMESTIC	35	36	28	38	94	10	-3.70%	150.00%	0.00%
	CRANBERRY - TOTAL	**35**	**36**	**28**	**38**	**94**	**10**	**-3.70%**	**150.00%**	**0.00%**
CREAM	DOMESTIC	1,627	2,869	1,614	2,119	4,558	669	-33.47%	115.13%	4.98%
	IMPORT	1,091,284	1,022,425	1,033,297	1,035,525	1,028,612	176,240	8.87%	-0.67%	5.06%
	CREAM - TOTAL	**1,092,911**	**1,025,294**	**1,034,911**	**1,037,644**	**1,033,170**	**176,909**	**8.61%**	**-0.43%**	**5.06%**
EGG	IMPORT	6,068	5,883	5,693	5,224	5,106	892	26.87%	-2.27%	1.66%
	EGG - TOTAL	**6,068**	**5,883**	**5,693**	**5,224**	**5,106**	**892**	**26.87%**	**-2.27%**	**1.66%**
FRUIT - OTHER	DOMESTIC	32,472	17,847	7,286	3,662	2,874	389	-29.14%	-21.52%	5.90%
	IMPORT	104,963	85,163	67,806	59,718	53,156	10,918	-15.15%	-10.99%	37.66%
	FRUIT - OTHER - TOTAL	**137,434**	**103,010**	**75,092**	**63,379**	**56,030**	**11,307**	**-15.72%**	**-11.60%**	**36.04%**
GRAPE	DOMESTIC	27	64	18	9	2,927	807	n/a	32,425.00%	2.95%
	IMPORT	9,815	5,530	2,728	1,958	1,364	151	-62.22%	-30.33%	19.63%
	GRAPE - TOTAL	**9,842**	**5,594**	**2,746**	**1,967**	**4,292**	**958**	**140.04%**	**118.15%**	**8.25%**
GRAPE FRUIT	IMPORT	1,274	888	757	635	548	161	22.08%	-13.73%	40.55%
	GRAPE FRUIT - TOTAL	**1,274**	**888**	**757**	**635**	**548**	**161**	**22.08%**	**-13.73%**	**40.55%**
HAZELNUT	IMPORT	24,065	20,847	20,430	19,216	19,158	4,231	11.24%	-0.30%	35.38%
	HAZELNUT - TOTAL	**24,065**	**20,847**	**20,430**	**19,216**	**19,158**	**4,231**	**11.24%**	**-0.30%**	**35.38%**
HERBAL	DOMESTIC	1,846	1,407	1,365	1,288	1,548	283	-3.89%	20.26%	17.15%
	IMPORT	372,319	334,789	313,723	311,810	301,087	69,278	-0.55%	-3.44%	45.27%
	HERBAL - TOTAL	**374,165**	**336,196**	**315,088**	**313,097**	**302,635**	**69,560**	**-0.56%**	**-3.34%**	**45.13%**
HONEY	IMPORT	0	0	0	0	18	0	n/a	n/a	0.00%
	HONEY - TOTAL	**0**	**0**	**0**	**0**	**18**	**0**	**n/a**	**n/a**	**0.00%**
LEMON	IMPORT	18,391	19,029	22,826	23,236	22,870	4,184	6.47%	-1.57%	17.31%
	LEMON - TOTAL	**18,391**	**19,029**	**22,826**	**23,236**	**22,870**	**4,184**	**6.47%**	**-1.57%**	**17.31%**

SPIRITS MARKET - LIQUEURS
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN LITRES

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
LOGANBERRY	DOMESTIC	0	0	0	1	9	0	-100.00%	1,100.00%	0.00%
	IMPORT	228	275	270	180	288	24	0.00%	60.00%	0.00%
	LOGANBERRY - TOTAL	**228**	**275**	**270**	**181**	**297**	**24**	**-3.03%**	**64.32%**	**0.00%**
MACADAMIA	IMPORT	622	3,608	3,542	3,427	3,160	564	-5.65%	-7.79%	3.04%
	MACADAMIA - TOTAL	**622**	**3,608**	**3,542**	**3,427**	**3,160**	**564**	**-5.65%**	**-7.79%**	**3.04%**
MELON	DOMESTIC	10,781	13,887	3,668	1,686	1,650	264	0.50%	-2.14%	20.02%
	IMPORT	11,816	11,888	14,704	14,697	13,333	2,932	-6.28%	-9.28%	54.98%
	MELON - TOTAL	**22,597**	**25,775**	**18,372**	**16,383**	**14,982**	**3,197**	**-5.75%**	**-8.55%**	**51.13%**
MINT	DOMESTIC	24,621	23,044	22,302	22,795	20,780	4,114	-12.50%	-8.84%	20.38%
	IMPORT	123	128	189	192	148	66	34.29%	-23.27%	35.07%
	MINT - TOTAL	**24,744**	**23,173**	**22,491**	**22,987**	**20,927**	**4,180**	**-12.01%**	**-8.96%**	**20.49%**
ORANGE	DOMESTIC	115,089	110,589	105,675	104,616	105,395	20,783	4.54%	0.74%	24.22%
	IMPORT	173,906	162,390	157,427	155,656	154,290	29,620	1.83%	-0.88%	27.70%
	ORANGE - TOTAL	**288,996**	**272,979**	**263,102**	**260,272**	**259,684**	**50,403**	**2.93%**	**-0.23%**	**26.29%**
OTHER	DOMESTIC	6,135	1,552	827	1,626	1,694	205	-68.46%	4.21%	25.74%
	IMPORT	9,725	8,375	7,200	5,869	5,519	1,163	-3.46%	-5.97%	30.71%
	OTHER - TOTAL	**15,859**	**9,927**	**8,028**	**7,495**	**7,213**	**1,368**	**-26.23%**	**-3.76%**	**29.54%**
OTHER NUT	IMPORT	0	93	14	14	450	126	2,700.00%	3,233.33%	0.00%
	OTHER NUT - TOTAL	**0**	**93**	**14**	**14**	**450**	**126**	**2,700.00%**	**3,233.33%**	**0.00%**
PEACH	DOMESTIC	50,179	48,730	44,798	46,500	49,096	10,098	4.93%	5.58%	50.09%
	IMPORT	3,991	3,287	2,024	1,230	939	137	-37.10%	-23.62%	91.43%
	PEACH - TOTAL	**54,170**	**52,017**	**46,822**	**47,730**	**50,035**	**10,235**	**3.99%**	**4.83%**	**50.86%**
PEAR	DOMESTIC	76	40	10	12	16	0	-50.00%	35.48%	0.00%
	IMPORT	4,412	4,077	3,623	3,004	2,753	577	-4.03%	-8.36%	21.70%
	PEAR - TOTAL	**4,489**	**4,117**	**3,633**	**3,016**	**2,769**	**578**	**-4.09%**	**-8.19%**	**21.58%**
PINEAPPLE	DOMESTIC	12,137	9,204	4,864	2,288	2,043	321	0.23%	-10.72%	1.43%

SPIRITS MARKET - LIQUEURS
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN LITRES

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
PINEAPPLE	IMPORT	0	0	0	504	359	63	600.00%	-28.72%	0.00%
	PINEAPPLE - TOTAL	**12,137**	**9,204**	**4,864**	**2,792**	**2,402**	**384**	**16.63%**	**-13.97%**	**1.22%**
PLUM	IMPORT	886	790	710	780	783	165	-12.70%	0.38%	0.00%
	PLUM - TOTAL	**886**	**790**	**710**	**780**	**783**	**165**	**-12.70%**	**0.38%**	**0.00%**
RASPBERRY	DOMESTIC	2,027	2,701	2,898	2,910	3,922	655	-16.28%	34.78%	52.12%
	IMPORT	115,824	105,523	98,462	97,803	90,853	19,760	-6.04%	-7.11%	43.83%
	RASPBERRY - TOTAL	**117,851**	**108,224**	**101,360**	**100,713**	**94,775**	**20,415**	**-6.41%**	**-5.90%**	**44.18%**
SPICE	DOMESTIC	301,627	305,319	327,562	352,697	363,246	88,468	8.69%	2.99%	6.58%
	IMPORT	15,043	12,378	10,863	10,270	10,096	2,362	-16.79%	-1.69%	37.88%
	SPICE - TOTAL	**316,671**	**317,696**	**338,425**	**362,967**	**373,342**	**90,830**	**7.84%**	**2.86%**	**7.42%**
STRAWBERRY	DOMESTIC	14	4	0	7	314	314	n/a	4,544.44%	1.44%
	IMPORT	2,678	1,264	831	2,639	4,075	716	-22.98%	54.39%	5.27%
	STRAWBERRY - TOTAL	**2,692**	**1,268**	**831**	**2,646**	**4,388**	**1,029**	**10.76%**	**65.85%**	**4.99%**
TANGERINE	IMPORT	1,758	1,039	819	820	706	81	-60.29%	-13.89%	42.89%
	TANGERINE - TOTAL	**1,758**	**1,039**	**819**	**820**	**706**	**81**	**-60.29%**	**-13.89%**	**42.89%**
WALNUT	IMPORT	126	97	55	38	55	8	0.00%	44.44%	0.00%
	WALNUT - TOTAL	**126**	**97**	**55**	**38**	**55**	**8**	**0.00%**	**44.44%**	**0.00%**
WHISKY	DOMESTIC	11,824	12,567	9,298	7,884	8,508	2,557	54.92%	7.91%	2.77%
	IMPORT	146,068	134,739	120,604	138,098	152,075	33,707	6.25%	10.12%	11.43%
	WHISKY - TOTAL	**157,892**	**147,305**	**129,903**	**145,982**	**160,583**	**36,264**	**8.66%**	**10.00%**	**10.97%**
LIQUEURS - TOTAL		**3,774,867**	**3,456,174**	**3,322,588**	**3,327,482**	**3,289,480**	**657,091**	**3.08%**	**-1.14%**	**18.41%**

SPIRITS MARKET - LIQUEURS
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN RETAIL DOLLARS (000s)

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
ALMOND	DOMESTIC	$519	$422	$320	$296	$99	$8	-88.15%	-66.39%	67.72%
	IMPORT	$3,158	$3,025	$3,069	$2,996	$2,933	$631	9.28%	-2.12%	15.01%
	ALMOND - TOTAL	**$3,676**	**$3,447**	**$3,389**	**$3,292**	**$3,032**	**$638**	**-0.44%**	**-7.89%**	**16.74%**
ANISE / LICORICE	DOMESTIC	$76	$48	$36	$32	$29	$7	-35.06%	-9.47%	35.51%
	IMPORT	$4,454	$4,189	$4,051	$3,916	$3,682	$793	1.43%	-5.96%	18.57%
	ANISE / LICORICE - TOTAL	**$4,530**	**$4,237**	**$4,087**	**$3,948**	**$3,712**	**$800**	**0.95%**	**-5.98%**	**18.70%**
APPLE	DOMESTIC	$0	$0	$5	$9	$9	$2	-19.19%	-2.79%	94.34%
	IMPORT	$1,395	$1,212	$1,031	$939	$806	$176	-16.51%	-14.21%	43.72%
	APPLE - TOTAL	**$1,395**	**$1,212**	**$1,037**	**$948**	**$815**	**$178**	**-16.54%**	**-14.10%**	**44.27%**
APRICOT	DOMESTIC	$219	$207	$206	$205	$189	$34	-23.93%	-7.63%	5.34%
	IMPORT	$405	$399	$429	$439	$432	$94	4.22%	-1.61%	27.73%
	APRICOT - TOTAL	**$623**	**$606**	**$636**	**$644**	**$621**	**$128**	**-5.07%**	**-3.52%**	**20.90%**
BANANA	DOMESTIC	$439	$201	$99	$79	$62	$8	-38.70%	-21.56%	17.63%
	IMPORT	$696	$713	$678	$661	$594	$125	-10.28%	-10.13%	63.78%
	BANANA - TOTAL	**$1,135**	**$913**	**$777**	**$739**	**$655**	**$133**	**-12.71%**	**-11.35%**	**59.43%**
BERRY - OTHER	DOMESTIC	$3	$4	$19	$32	$31	$4	-65.83%	-2.59%	0.00%
	IMPORT	$47	$37	$24	$19	$21	$9	93.34%	16.02%	33.18%
	BERRY - OTHER - TOTAL	**$51**	**$40**	**$43**	**$51**	**$53**	**$12**	**-18.62%**	**4.21%**	**13.50%**
BLACK CURRANT / CASSIS	DOMESTIC	$3	$26	$18	$14	$24	$5	64.89%	71.54%	0.00%
	IMPORT	$291	$284	$264	$257	$244	$51	-4.28%	-5.09%	36.77%
	BLACK CURRANT / CASSIS - TOTAL	**$293**	**$309**	**$281**	**$271**	**$268**	**$56**	**-0.28%**	**-1.16%**	**33.50%**
BLACKBERRY	DOMESTIC	$3	$6	$3	$2	$5	$1	185.71%	204.00%	0.00%
	IMPORT	$106	$97	$99	$88	$80	$16	-6.25%	-8.99%	30.45%

SPIRITS MARKET - LIQUEURS
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SALES IN RETAIL DOLLARS (000s)

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
BLACKBERRY	**BLACKBERRY - TOTAL**	**$109**	**$103**	**$101**	**$89**	**$85**	**$16**	**-3.79%**	**-5.26%**	**28.74%**
BUTTERSCOTCH	DOMESTIC	$7	$8	$9	$15	$15	$4	-20.60%	5.85%	99.23%
	IMPORT	$1,314	$1,230	$1,322	$1,531	$1,650	$406	9.10%	7.77%	55.61%
	BUTTERSCOTCH - TOTAL	**$1,321**	**$1,238**	**$1,331**	**$1,545**	**$1,665**	**$410**	**8.72%**	**7.75%**	**56.01%**
CACAO / CHOCOLATE	DOMESTIC	$157	$146	$153	$138	$134	$25	-16.94%	-2.99%	19.53%
	IMPORT	$2	$0	$0	$0	$3	$3	n/a	23,504.31%	1.96%
	CACAO / CHOCOLATE - TOTAL	**$159**	**$146**	**$153**	**$138**	**$137**	**$28**	**-7.85%**	**-1.02%**	**19.17%**
CACAO / WHITE	DOMESTIC	$843	$594	$537	$536	$507	$116	-2.31%	-5.30%	51.21%
	IMPORT	$3	$1	$0	$0	$0	$0	-100.00%	-100.00%	0.00%
	CACAO / WHITE - TOTAL	**$847**	**$595**	**$537**	**$536**	**$507**	**$116**	**-2.32%**	**-5.32%**	**51.21%**
CHERRY	DOMESTIC	$25	$2	$21	$20	$46	$7	-7.84%	124.34%	3.85%
	IMPORT	$243	$239	$234	$243	$257	$59	18.97%	5.79%	30.06%
	CHERRY - TOTAL	**$267**	**$241**	**$255**	**$264**	**$303**	**$66**	**15.33%**	**14.99%**	**26.09%**
CHESTNUT	IMPORT	$0	$1	$1	$0	$0	$0	n/a	-100.00%	0.00%
	CHESTNUT - TOTAL	**$0**	**$1**	**$1**	**$0**	**$0**	**$0**	**n/a**	**-100.00%**	**0.00%**
CITRUS OTHER THAN ORANGE	IMPORT	$16	$1	$0	$24	$17	$1	-87.18%	-29.45%	0.00%
	CITRUS OTHER THAN ORANGE - TOTAL	**$16**	**$1**	**$0**	**$24**	**$17**	**$1**	**-87.18%**	**-29.45%**	**0.00%**
COCONUT	DOMESTIC	$3,854	$3,420	$3,237	$3,086	$2,889	$501	-1.86%	-6.38%	12.69%
	IMPORT	$427	$376	$368	$329	$318	$60	-3.82%	-3.22%	22.39%
	COCONUT - TOTAL	**$4,281**	**$3,796**	**$3,605**	**$3,414**	**$3,207**	**$560**	**-2.08%**	**-6.07%**	**13.65%**
COFFEE	DOMESTIC	$263	$138	$53	$34	$8	$0	-95.00%	-77.96%	33.67%
	IMPORT	$10,805	$9,432	$8,822	$8,452	$8,143	$1,488	-0.76%	-3.66%	12.65%

SPIRITS MARKET - LIQUEURS
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		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
COFFEE	**COFFEE - TOTAL**	**$11,068**	**$9,570**	**$8,874**	**$8,487**	**$8,151**	**$1,488**	**-0.99%**	**-3.96%**	**12.67%**
CRANBERRY	DOMESTIC	$3	$3	$2	$3	$8	$1	-3.70%	150.00%	0.00%
	CRANBERRY - TOTAL	**$3**	**$3**	**$2**	**$3**	**$8**	**$1**	**-3.70%**	**150.00%**	**0.00%**
CREAM	DOMESTIC	$39	$68	$39	$65	$149	$23	-31.94%	130.04%	3.95%
	IMPORT	$33,354	$30,799	$31,432	$31,495	$30,425	$5,197	8.21%	-3.40%	5.32%
	CREAM - TOTAL	**$33,393**	**$30,867**	**$31,471**	**$31,559**	**$30,574**	**$5,220**	**7.93%**	**-3.12%**	**5.31%**
EGG	IMPORT	$190	$184	$182	$168	$163	$28	25.98%	-2.89%	1.67%
	EGG - TOTAL	**$190**	**$184**	**$182**	**$168**	**$163**	**$28**	**25.98%**	**-2.89%**	**1.67%**
FRUIT - OTHER	DOMESTIC	$970	$542	$205	$94	$70	$10	-28.35%	-25.13%	6.15%
	IMPORT	$4,190	$3,107	$2,455	$2,131	$1,842	$381	-15.84%	-13.53%	38.91%
	FRUIT - OTHER - TOTAL	**$5,160**	**$3,649**	**$2,660**	**$2,224**	**$1,913**	**$391**	**-16.23%**	**-14.02%**	**37.71%**
GRAPE	DOMESTIC	$1	$1	$0	$0	$71	$17	n/a	32,950.89%	2.93%
	IMPORT	$238	$138	$69	$49	$35	$4	-62.38%	-29.20%	19.53%
	GRAPE - TOTAL	**$239**	**$139**	**$69**	**$49**	**$105**	**$21**	**103.35%**	**114.77%**	**8.38%**
GRAPE FRUIT	IMPORT	$39	$27	$24	$21	$19	$5	20.75%	-9.16%	41.09%
	GRAPE FRUIT - TOTAL	**$39**	**$27**	**$24**	**$21**	**$19**	**$5**	**20.75%**	**-9.16%**	**41.09%**
HAZELNUT	IMPORT	$800	$699	$691	$616	$615	$136	11.67%	-0.19%	36.05%
	HAZELNUT - TOTAL	**$800**	**$699**	**$691**	**$616**	**$615**	**$136**	**11.67%**	**-0.19%**	**36.05%**
HERBAL	DOMESTIC	$177	$135	$133	$126	$144	$28	-3.89%	13.64%	13.03%
	IMPORT	$14,997	$13,539	$13,037	$13,115	$12,545	$2,874	-1.45%	-4.35%	43.96%
	HERBAL - TOTAL	**$15,173**	**$13,673**	**$13,170**	**$13,242**	**$12,689**	**$2,902**	**-1.47%**	**-4.18%**	**43.61%**
HONEY	IMPORT	$0	$0	$0	$0	$1	$0	n/a	n/a	0.00%
	HONEY - TOTAL	**$0**	**$0**	**$0**	**$0**	**$1**	**$0**	**n/a**	**n/a**	**0.00%**
LEMON	IMPORT	$605	$650	$786	$803	$776	$138	0.42%	-3.37%	18.15%
	LEMON - TOTAL	**$605**	**$650**	**$786**	**$803**	**$776**	**$138**	**0.42%**	**-3.37%**	**18.15%**

SPIRITS MARKET - LIQUEURS
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		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
LOGANBERRY	DOMESTIC	$0	$0	$0	$1	$0	$0	-100.00%	-51.82%	0.00%
	IMPORT	$7	$8	$8	$5	$2	$0	-60.81%	-58.94%	0.00%
	LOGANBERRY - TOTAL	**$7**	**$8**	**$8**	**$6**	**$2**	**$0**	**-83.86%**	**-58.15%**	**0.00%**
MACADAMIA	IMPORT	$24	$137	$137	$133	$117	$21	-7.22%	-12.10%	3.20%
	MACADAMIA - TOTAL	**$24**	**$137**	**$137**	**$133**	**$117**	**$21**	**-7.22%**	**-12.10%**	**3.20%**
MELON	DOMESTIC	$256	$353	$96	$41	$40	$7	3.38%	-2.21%	17.25%
	IMPORT	$277	$279	$348	$356	$322	$72	-6.13%	-9.35%	54.09%
	MELON - TOTAL	**$532**	**$632**	**$444**	**$397**	**$363**	**$78**	**-5.40%**	**-8.61%**	**50.00%**
MINT	DOMESTIC	$623	$579	$573	$588	$528	$104	-14.37%	-10.18%	20.40%
	IMPORT	$5	$5	$9	$10	$7	$3	31.58%	-23.83%	37.33%
	MINT - TOTAL	**$628**	**$584**	**$582**	**$598**	**$536**	**$107**	**-13.48%**	**-10.40%**	**20.63%**
ORANGE	DOMESTIC	$3,082	$2,981	$2,926	$2,909	$2,888	$572	3.80%	-0.71%	22.16%
	IMPORT	$7,790	$6,740	$6,708	$6,635	$6,330	$1,206	2.30%	-4.60%	24.52%
	ORANGE - TOTAL	**$10,872**	**$9,721**	**$9,634**	**$9,544**	**$9,218**	**$1,778**	**2.77%**	**-3.41%**	**23.78%**
OTHER	DOMESTIC	$147	$42	$20	$42	$42	$4	-65.37%	1.94%	21.69%
	IMPORT	$467	$343	$311	$311	$362	$85	33.33%	16.62%	27.93%
	OTHER - TOTAL	**$613**	**$384**	**$331**	**$352**	**$405**	**$90**	**17.35%**	**14.89%**	**27.28%**
OTHER NUT	IMPORT	$0	$4	$1	$1	$14	$4	1,912.77%	2,372.41%	0.00%
	OTHER NUT - TOTAL	**$0**	**$4**	**$1**	**$1**	**$14**	**$4**	**1,912.77%**	**2,372.41%**	**0.00%**
PEACH	DOMESTIC	$1,159	$1,128	$1,065	$1,110	$1,165	$238	3.66%	5.03%	50.37%
	IMPORT	$106	$89	$55	$35	$29	$4	-33.66%	-19.03%	90.01%
	PEACH - TOTAL	**$1,266**	**$1,217**	**$1,120**	**$1,145**	**$1,194**	**$243**	**2.65%**	**4.28%**	**51.32%**
PEAR	DOMESTIC	$7	$4	$1	$1	$1	$0	-50.00%	35.48%	0.00%
	IMPORT	$122	$114	$107	$90	$82	$18	-1.84%	-9.40%	22.38%
	PEAR - TOTAL	**$129**	**$117**	**$108**	**$91**	**$83**	**$18**	**-2.02%**	**-8.89%**	**21.99%**
PINEAPPLE	DOMESTIC	$334	$254	$135	$59	$53	$9	0.23%	-10.84%	1.46%

SPIRITS MARKET - LIQUEURS
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN RETAIL DOLLARS (000s)

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
PINEAPPLE	IMPORT	$0	$0	$0	$14	$10	$2	600.00%	-28.68%	0.00%
	PINEAPPLE - TOTAL	**$334**	**$254**	**$135**	**$74**	**$63**	**$11**	**17.19%**	**-14.30%**	**1.23%**
PLUM	IMPORT	$24	$23	$21	$23	$23	$5	-12.70%	0.38%	0.00%
	PLUM - TOTAL	**$24**	**$23**	**$21**	**$23**	**$23**	**$5**	**-12.70%**	**0.38%**	**0.00%**
RASPBERRY	DOMESTIC	$48	$81	$95	$103	$142	$22	-8.84%	38.37%	32.83%
	IMPORT	$2,980	$2,790	$2,652	$2,625	$2,448	$528	-7.89%	-6.77%	44.35%
	RASPBERRY - TOTAL	**$3,028**	**$2,871**	**$2,747**	**$2,728**	**$2,590**	**$551**	**-7.93%**	**-5.06%**	**43.71%**
SPICE	DOMESTIC	$8,583	$8,960	$9,788	$10,580	$10,990	$2,760	13.14%	3.87%	6.05%
	IMPORT	$526	$428	$392	$380	$381	$90	-14.09%	0.23%	36.91%
	SPICE - TOTAL	**$9,109**	**$9,389**	**$10,180**	**$10,961**	**$11,371**	**$2,850**	**12.02%**	**3.74%**	**7.08%**
STRAWBERRY	DOMESTIC	$0	$0	$0	$0	$10	$10	n/a	2,323.66%	1.43%
	IMPORT	$78	$34	$24	$116	$192	$35	-18.07%	65.42%	5.02%
	STRAWBERRY - TOTAL	**$78**	**$35**	**$24**	**$116**	**$202**	**$44**	**5.01%**	**73.22%**	**4.84%**
TANGERINE	IMPORT	$43	$26	$21	$21	$18	$2	-63.70%	-14.16%	42.89%
	TANGERINE - TOTAL	**$43**	**$26**	**$21**	**$21**	**$18**	**$2**	**-63.70%**	**-14.16%**	**42.89%**
WALNUT	IMPORT	$6	$5	$3	$2	$3	$0	-0.01%	44.43%	0.00%
	WALNUT - TOTAL	**$6**	**$5**	**$3**	**$2**	**$3**	**$0**	**-0.01%**	**44.43%**	**0.00%**
WHISKY	DOMESTIC	$355	$409	$357	$334	$354	$94	35.27%	6.01%	3.65%
	IMPORT	$5,035	$4,641	$4,286	$4,940	$5,440	$1,209	7.69%	10.13%	11.62%
	WHISKY - TOTAL	**$5,390**	**$5,050**	**$4,643**	**$5,274**	**$5,794**	**$1,303**	**9.30%**	**9.86%**	**11.13%**
LIQUEURS - TOTAL		**$117,459**	**$106,802**	**$104,302**	**$104,541**	**$102,084**	**$20,580**	**3.28%**	**-2.35%**	**18.67%**

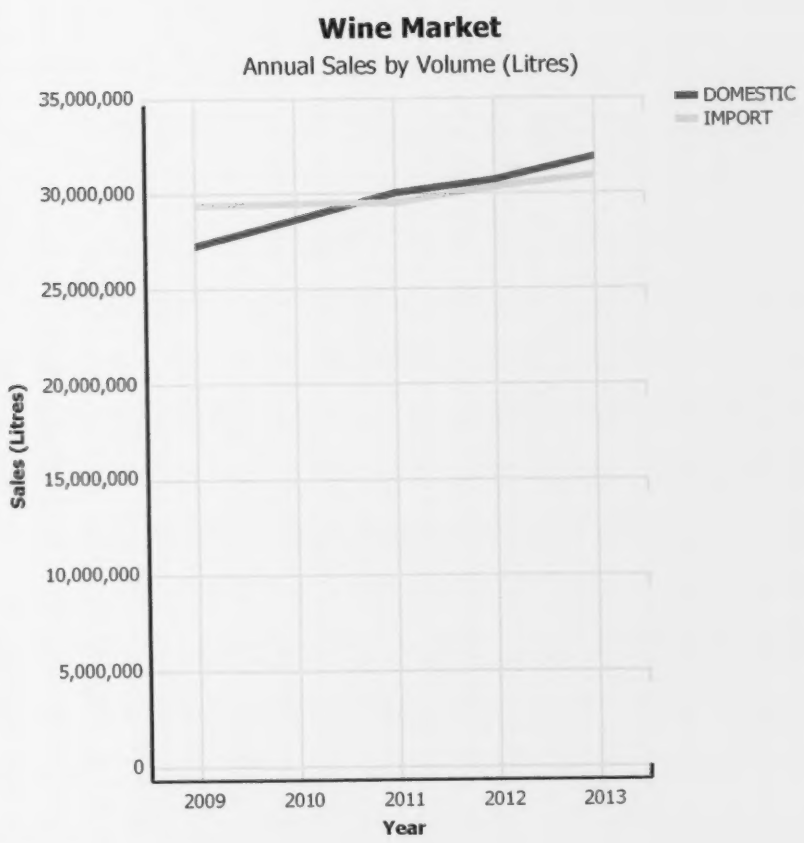
SPIRITS MARKET - OVERALL
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN LITRES

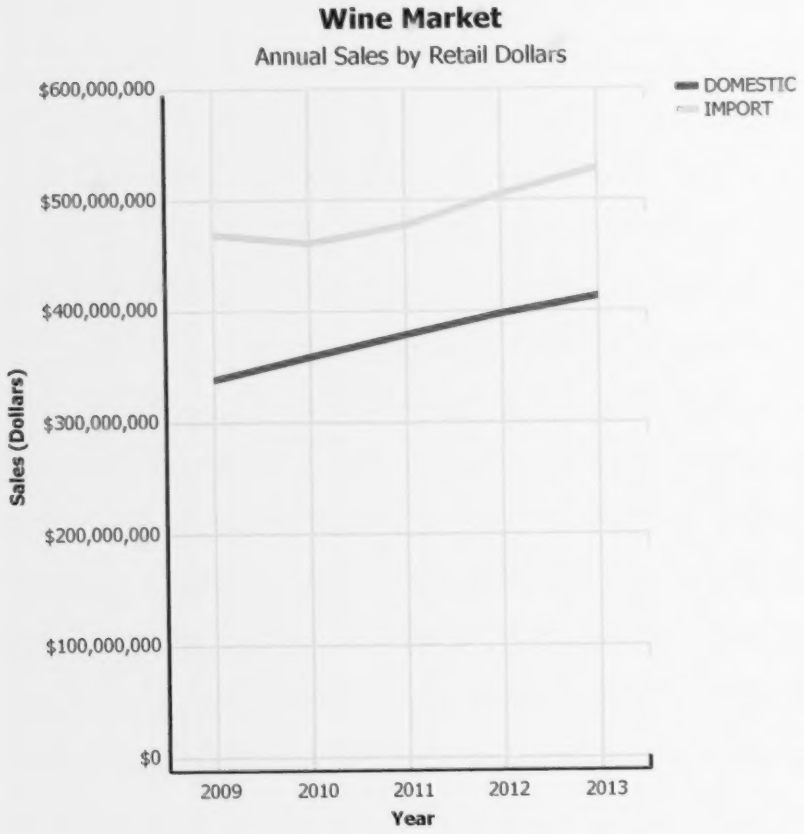
		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
SPIRITS	DOMESTIC	15,086,044	14,126,934	13,383,666	13,160,589	12,919,320	2,740,714	0.47%	-1.83%	11.00%
	IMPORT	10,651,165	10,576,200	10,610,860	11,017,899	11,324,055	2,348,251	4.72%	2.78%	14.37%
SPIRITS		**25,737,209**	**24,703,134**	**23,994,526**	**24,178,487**	**24,243,374**	**5,088,965**	**2.38%**	**0.27%**	**12.58%**

SPIRITS MARKET - OVERALL
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN RETAIL DOLLARS (000s)

		2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
SPIRITS	DOMESTIC	$408,349	$394,696	$390,898	$387,177	$376,866	$79,986	0.11%	-2.66%	10.77%
	IMPORT	$351,835	$354,294	$366,245	$385,295	$392,932	$81,803	3.54%	1.98%	14.96%
SPIRITS		**$760,184**	**$748,990**	**$757,142**	**$772,472**	**$769,798**	**$161,789**	**1.81%**	**-0.35%**	**12.91%**

Wine Market (Domestic & Imported)

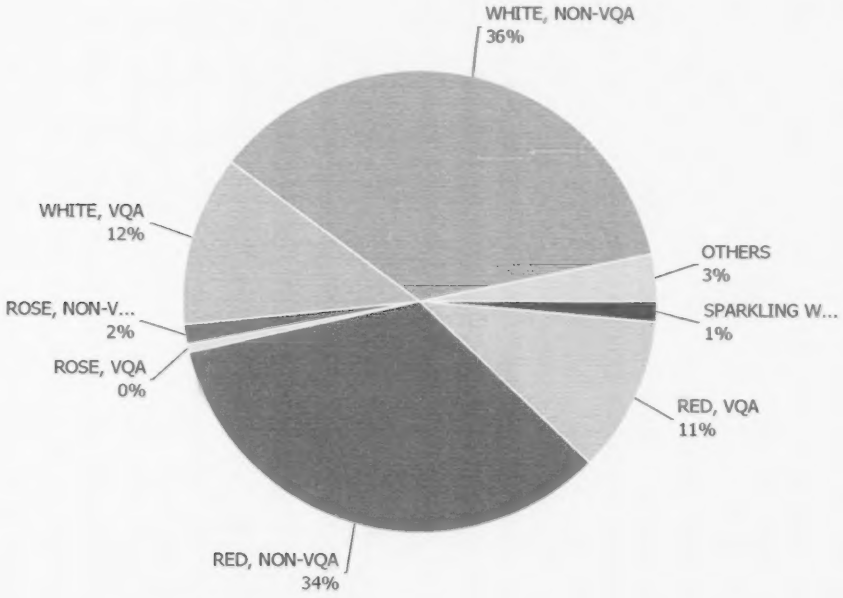




Wine Market - Domestic Wine

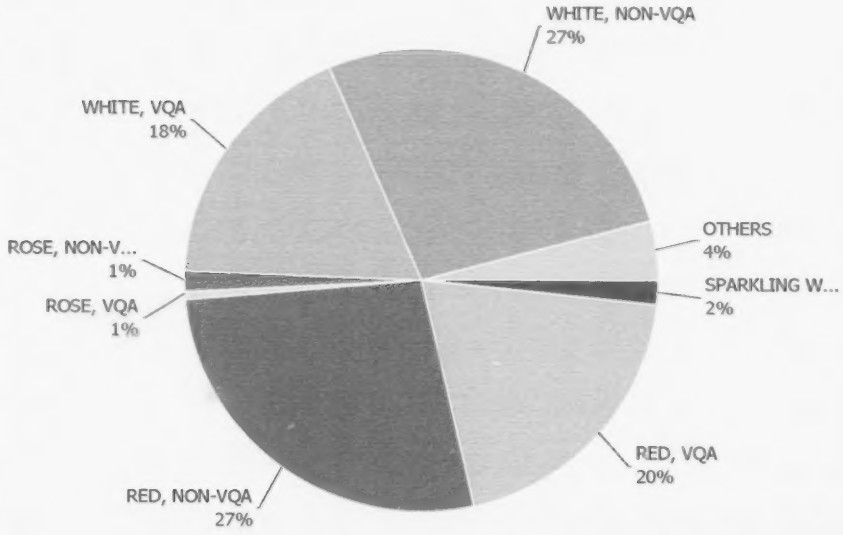
Domestic Wine Market Share

Current Quarter by Volume (Litres)



Domestic Wine Market Share

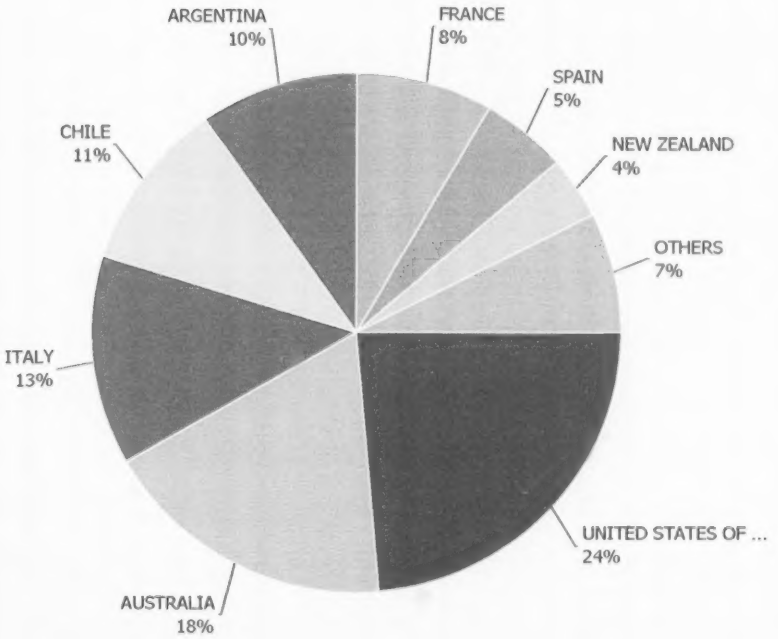
Current Quarter by Retail Dollars



Wine Market - Import Wine

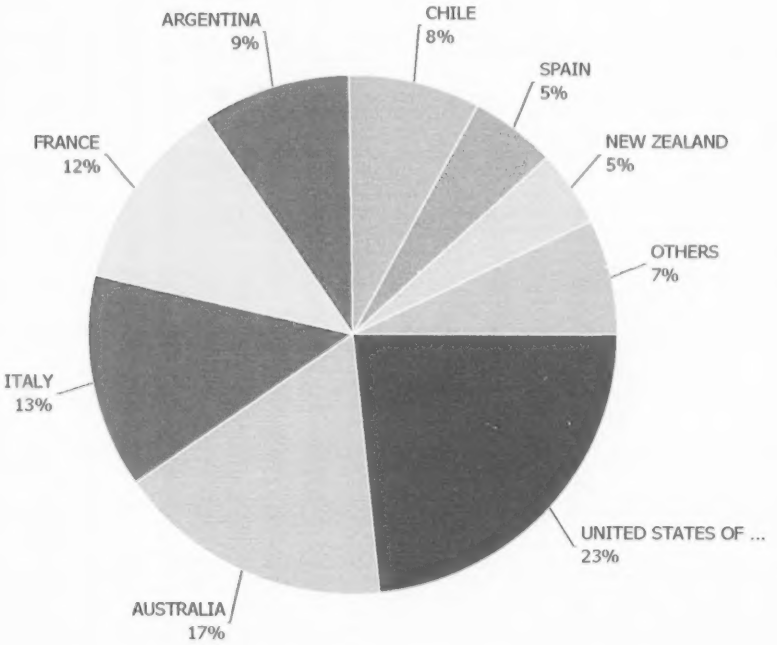
Import Wine Market Share

Current Quarter by Volume (Litres)



Import Wine Market Share

Current Quarter by Retail Dollars



DOMESTIC WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN LITRES

				2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
APERITIF, DESSERT AND FORTIFIED WINE	FLAVOURED	OTHER	NON-VQA	6,475	6,102	6,398	6,975	7,000	1,789	11.45%	0.37%	1.47%
		BC	NON-VQA	890	863	657	781	797	142	111.73%	2.02%	0.66%
		FLAVOURED		**7,365**	**6,965**	**7,054**	**7,756**	**7,797**	**1,931**	**15.47%**	**0.53%**	**1.39%**
	FRUIT	OTHER	NON-VQA	581	1,789	2,369	3,840	2,479	714	43.48%	-35.45%	1.68%
		BC	NON-VQA	124,407	147,885	147,157	145,137	150,266	19,269	42.46%	3.53%	0.85%
		FRUIT		**124,989**	**149,674**	**149,527**	**148,978**	**152,745**	**19,983**	**42.49%**	**2.53%**	**0.87%**
	OTHER	BC	NON-VQA	5,590	5,384	7,869	13,414	13,588	1,920	16.84%	1.29%	2.05%
			VQA	0	0	22	21	32	12	1,500.00%	50.00%	0.00%
		OTHER		**5,590**	**5,384**	**7,891**	**13,435**	**13,619**	**1,932**	**17.52%**	**1.37%**	**2.05%**
	OTHER FORTIFIED	OTHER	NON-VQA	1,396	908	693	559	414	92	-25.38%	-25.96%	9.24%
		BC	NON-VQA	11,152	10,010	7,550	8,765	8,894	789	2.74%	1.48%	5.21%
			VQA	321	166	591	461	518	37	-15.52%	12.20%	2.61%
		OTHER FORTIFIED		**12,868**	**11,084**	**8,834**	**9,785**	**9,826**	**917**	**-1.81%**	**0.42%**	**5.25%**
	PORT	OTHER	NON-VQA	3,954	37	0	0	16	9	n/a	n/a	0.00%
		BC	NON-VQA	58,976	59,321	61,321	63,487	64,197	14,832	5.36%	1.12%	8.63%
			VQA	4,058	5,589	7,253	8,487	11,867	1,816	55.73%	39.82%	2.27%
		PORT		**66,989**	**64,947**	**68,574**	**71,975**	**76,081**	**16,657**	**9.27%**	**5.70%**	**7.64%**
	SAKE	BC	NON-VQA	8,039	9,814	10,448	11,750	6,636	1,365	-49.13%	-43.53%	13.02%
		SAKE		**8,039**	**9,814**	**10,448**	**11,750**	**6,636**	**1,365**	**-49.13%**	**-43.53%**	**13.02%**
	SHERRY	BC	NON-VQA	791,654	793,610	762,784	733,532	675,376	162,042	-5.44%	-7.93%	0.72%
		SHERRY		**791,654**	**793,610**	**762,784**	**733,532**	**675,376**	**162,042**	**-5.44%**	**-7.93%**	**0.72%**
	APERITIF, DESSERT AND FORTIFIED WINE			**1,017,493**	**1,041,478**	**1,015,112**	**997,211**	**942,080**	**204,826**	**-1.32%**	**-5.53%**	**1.46%**
SPARKLING WINE	SPARKLING ICE WINE	OTHER	VQA	0	9	0	0	0	0	n/a	n/a	0.00%
		BC	VQA	63	76	26	11	413	233	8,771.43%	3,700.00%	6.53%
		SPARKLING ICE WINE		**63**	**85**	**26**	**11**	**413**	**233**	**8,771.43%**	**3,700.00%**	**6.53%**

DOMESTIC WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN LITRES

				2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
SPARKLING WINE	RED	BC	NON-VQA	51,363	49,898	50,770	52,653	48,476	11,186	15.31%	-7.93%	0.94%
			VQA	2,783	1,063	1	0	0	0	n/a	n/a	0.00%
		SPARKLING WINE RED		**54,146**	**50,961**	**50,771**	**52,653**	**48,476**	**11,186**	**15.31%**	**-7.93%**	**0.94%**
	ROSE	OTHER	NON-VQA	0	0	0	0	90	0	n/a	n/a	0.00%
			VQA	0	0	18	0	0	0	n/a	n/a	0.00%
		BC	NON-VQA	2,474	2,756	3,444	9,188	10,234	1,792	20.05%	11.38%	17.79%
			VQA	3,190	3,589	6,288	6,225	8,134	1,356	35.84%	30.66%	6.20%
		SPARKLING WINE ROSE		**5,664**	**6,344**	**9,750**	**15,413**	**18,458**	**3,148**	**26.38%**	**19.75%**	**13.08%**
	WHITE	OTHER	NON-VQA	17,397	16,214	14,216	6,147	2,068	471	-22.47%	-66.36%	16.25%
			VQA	104	146	146	59	0	0	n/a	-100.00%	0.00%
		BC	NON-VQA	312,856	302,499	291,635	294,486	270,893	57,555	27.77%	-8.01%	19.22%
			VQA	69,878	80,562	90,816	88,292	100,018	18,808	52.88%	13.28%	26.88%
		SPARKLING WINE WHITE		**400,236**	**399,420**	**396,813**	**388,984**	**372,979**	**76,834**	**32.57%**	**-4.11%**	**21.26%**
	SPARKLING WINE			**460,108**	**456,811**	**457,361**	**457,061**	**440,326**	**91,400**	**30.29%**	**-3.66%**	**18.66%**
TABLE WINE	ICE WINE RED	OTHER	NON-VQA	0	0	28	757	2,881	250	-66.69%	280.58%	0.00%
			VQA	475	323	298	34	91	39	1,541.67%	165.50%	0.00%
		BC	NON-VQA	53	90	118	10	7	0	-100.00%	-31.31%	0.00%
			VQA	4,615	4,732	4,429	8,020	7,701	876	-19.38%	-3.98%	0.36%
		ICE WINE RED		**5,142**	**5,146**	**4,872**	**8,821**	**10,679**	**1,166**	**-36.69%**	**21.06%**	**0.26%**
	ICE WINE ROSE	BC	VQA	53	18	0	2	0	0	n/a	-100.00%	0.00%
		ICE WINE ROSE		**53**	**18**	**0**	**2**	**0**	**0**	**n/a**	**-100.00%**	**0.00%**
	ICE WINE WHITE	OTHER	NON-VQA	42	165	85	1,501	17,532	4,710	214.27%	1,068.01%	0.00%
			VQA	10,325	11,323	11,678	16,343	17,763	3,946	83.89%	8.68%	0.28%
		BC	NON-VQA	108	1,158	1,197	644	37	2	-71.70%	-94.32%	0.00%
			VQA	29,999	28,732	29,168	26,400	20,968	3,732	10.86%	-20.57%	5.57%

DOMESTIC WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN LITRES

				2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	ICE WINE WHITE	**ICE WINE WHITE**		**40,474**	**41,378**	**42,128**	**44,888**	**56,300**	**12,391**	**76.53%**	**25.42%**	**2.16%**
	RED	OTHER	NON-VQA	11,322	2,417	2,073	3,876	5,355	1,137	-23.08%	38.13%	16.46%
			VQA	15,092	17,991	16,947	11,070	8,477	1,918	-6.81%	-23.42%	3.95%
		BC	NON-VQA	8,822,700	8,893,650	9,595,723	9,787,870	10,110,829	2,288,082	7.47%	3.30%	10.93%
			VQA	2,892,257	3,232,274	3,470,193	3,631,769	3,674,576	731,021	3.95%	1.18%	23.97%
		TABLE WINE RED		**11,741,371**	**12,146,331**	**13,084,936**	**13,434,585**	**13,799,237**	**3,022,159**	**6.57%**	**2.71%**	**14.40%**
	ROSE	OTHER	VQA	306	0	0	0	0	0	n/a	n/a	0.00%
		BC	NON-VQA	481,736	512,279	523,710	552,441	561,705	104,795	2.69%	1.68%	5.15%
			VQA	136,752	182,166	203,170	204,854	226,544	23,567	32.03%	10.59%	7.27%
		TABLE WINE ROSE		**618,795**	**694,445**	**726,879**	**757,295**	**788,249**	**128,362**	**7.06%**	**4.09%**	**5.76%**
	WHITE	OTHER	NON-VQA	12,493	2,837	2,182	4,826	10,906	2,257	65.84%	125.99%	7.14%
			VQA	9,407	11,245	10,352	7,321	6,570	1,643	49.52%	-10.27%	7.85%
		BC	NON-VQA	9,830,792	9,971,284	10,246,480	10,791,062	11,532,090	2,431,823	7.74%	6.87%	11.05%
			VQA	3,673,939	4,363,267	4,542,673	4,331,247	4,473,373	802,203	10.46%	3.28%	24.35%
		TABLE WINE WHITE		**13,526,631**	**14,348,632**	**14,801,687**	**15,134,457**	**16,022,938**	**3,237,926**	**8.44%**	**5.87%**	**14.76%**
	TABLE WINE			**25,932,467**	**27,235,950**	**28,660,502**	**29,380,0[illegible]**	**30,677,403**	**6,402,003**	**7.59%**	**4.42%**	**14.34%**
WINE - GIFT PACKS	WINE - GIFT PACKS ALL	OTHER	NON-VQA	9	4,111	5,661	3,605	2,702	228	47,400.00%	-25.05%	0.00%
			VQA	4,656	0	1,013	0	0	0	n/a	n/a	0.00%
		BC	NON-VQA	230	0	0	0	0	0	n/a	n/a	0.00%
			VQA	13,570	40,126	48,263	18,609	764	0	-100.00%	-95.90%	0.00%
		WINE - GIFT PACKS ALL		**18,465**	**44,238**	**54,937**	**22,213**	**3,466**	**228**	**-90.02%**	**-84.40%**	**0.13%**
	WINE - GIFT PACKS			**18,465**	**44,238**	**54,937**	**22,213**	**3,466**	**228**	**-90.02%**	**-84.40%**	**0.13%**
DOMESTIC WINE - TOTAL				**27,428,533**	**28,778,476**	**30,187,912**	**30,856,132**	**32,040,077**	**6,691,330**	**7.40%**	**3.84%**	**14.01%**

DOMESTIC WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN RETAIL DOLLARS (000s)

				2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
APERITIF, DESSERT AND FORTIFIED WINE	FLAVOURED	OTHER	NON-VQA	$98	$92	$98	$108	$108	$28	11.45%	0.37%	1.47%
		BC	NON-VQA	$29	$35	$20	$25	$24	$4	75.65%	-5.19%	0.57%
		FLAVOURED		**$127**	**$127**	**$119**	**$133**	**$132**	**$32**	**16.80%**	**-0.69%**	**1.31%**
	FRUIT	OTHER	NON-VQA	$41	$71	$81	$227	$95	$32	106.15%	-58.28%	2.07%
		BC	NON-VQA	$3,348	$3,921	$3,958	$4,057	$4,120	$510	44.40%	1.53%	1.13%
		FRUIT		**$3,388**	**$3,992**	**$4,039**	**$4,285**	**$4,214**	**$542**	**46.97%**	**-1.64%**	**1.15%**
	OTHER	BC	NON-VQA	$149	$156	$233	$397	$395	$58	21.46%	-0.50%	1.75%
			VQA	$0	$0	$1	$1	$1	$0	1,499.83%	50.00%	0.00%
		OTHER		**$149**	**$156**	**$233**	**$398**	**$396**	**$59**	**22.20%**	**-0.42%**	**1.74%**
	OTHER FORTIFIED	OTHER	NON-VQA	$65	$42	$33	$27	$18	$3	-49.44%	-31.25%	5.35%
		BC	NON-VQA	$561	$527	$420	$463	$476	$44	10.59%	2.85%	5.52%
			VQA	$24	$12	$45	$36	$40	$3	-15.52%	12.20%	2.61%
		OTHER FORTIFIED		**$650**	**$581**	**$498**	**$525**	**$535**	**$50**	**1.65%**	**1.76%**	**5.30%**
	PORT	OTHER	NON-VQA	$50	$0	$0	$0	$1	$1	n/a	n/a	0.00%
		BC	NON-VQA	$653	$717	$761	$806	$1,001	$185	23.20%	24.24%	7.68%
			VQA	$184	$263	$339	$394	$450	$70	31.96%	14.41%	2.51%
		PORT		**$887**	**$980**	**$1,100**	**$1,200**	**$1,453**	**$256**	**25.80%**	**21.11%**	**6.07%**
	SAKE	BC	NON-VQA	$200	$225	$250	$283	$244	$53	-16.44%	-14.03%	6.50%
		SAKE		**$200**	**$225**	**$250**	**$283**	**$244**	**$53**	**-16.44%**	**-14.03%**	**6.50%**
	SHERRY	BC	NON-VQA	$5,760	$5,748	$5,598	$5,438	$5,110	$1,226	-5.78%	-6.02%	0.73%
		SHERRY		**$5,760**	**$5,748**	**$5,598**	**$5,438**	**$5,110**	**$1,226**	**-5.78%**	**-6.02%**	**0.73%**
	APERITIF, DESSERT AND FORTIFIED WINE			**$11,161**	**$11,810**	**$11,836**	**$12,261**	**$12,084**	**$2,217**	**7.56%**	**-1.45%**	**1.88%**
SPARKLING WINE	SPARKLING ICE WINE	OTHER	VQA	$0	$1	$0	$0	$0	$0	n/a	n/a	0.00%
		BC	VQA	$9	$11	$4	$2	$25	$16	3,905.55%	1,462.48%	5.24%
		SPARKLING ICE WINE		**$9**	**$12**	**$4**	**$2**	**$25**	**$16**	**3,905.55%**	**1,462.48%**	**5.24%**
	RED	BC	NON-VQA	$418	$403	$415	$481	$444	$100	16.26%	-7.56%	0.89%
			VQA	$82	$31	$0	$0	$0	$0	n/a	n/a	0.00%

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				2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
SPARKLING WINE	RED	**SPARKLING WINE RED**		**$499**	**$434**	**$415**	**$481**	**$444**	**$100**	**16.26%**	**-7.56%**	**0.89%**
	ROSE	OTHER	NON-VQA	$0	$0	$0	$0	$3	$0	n/a	n/a	0.00%
			VQA	$0	$0	$1	$0	$0	$0	n/a	n/a	0.00%
		BC	NON-VQA	$86	$85	$127	$226	$267	$49	47.38%	18.07%	24.56%
			VQA	$104	$118	$193	$180	$221	$36	31.86%	22.94%	6.02%
		SPARKLING WINE ROSE		**$189**	**$203**	**$321**	**$406**	**$491**	**$85**	**40.36%**	**21.02%**	**16.71%**
	WHITE	OTHER	NON-VQA	$185	$176	$162	$80	$24	$6	-26.17%	-70.33%	15.91%
			VQA	$3	$5	$5	$2	$0	$0	n/a	-100.00%	0.00%
		BC	NON-VQA	$2,755	$2,676	$2,731	$2,856	$2,883	$584	29.54%	0.94%	25.09%
			VQA	$2,089	$2,461	$2,684	$2,551	$2,817	$530	56.13%	10.44%	23.98%
		SPARKLING WINE WHITE		**$5,033**	**$5,318**	**$5,582**	**$5,489**	**$5,723**	**$1,119**	**40.32%**	**4.27%**	**24.51%**
	SPARKLING WINE			**$5,730**	**$5,966**	**$6,321**	**$6,377**	**$6,683**	**$1,319**	**39.74%**	**4.80%**	**22.29%**
TABLE WINE	ICE WINE RED	OTHER	NON-VQA	$0	$0	$5	$55	$218	$22	-60.06%	293.24%	0.00%
			VQA	$99	$46	$40	$5	$11	$5	1,134.84%	106.00%	0.00%
		BC	NON-VQA	$12	$17	$17	$2	$2	$0	-100.00%	-12.38%	0.00%
			VQA	$692	$664	$689	$1,500	$1,463	$125	-23.36%	-2.46%	0.23%
		ICE WINE RED		**$804**	**$728**	**$750**	**$1,562**	**$1,694**	**$151**	**-30.64%**	**8.39%**	**0.20%**
	ICE WINE ROSE	BC	VQA	$5	$2	$0	$0	$0	$0	n/a	-100.00%	0.00%
		ICE WINE ROSE		**$5**	**$2**	**$0**	**$0**	**$0**	**$0**	**n/a**	**-100.00%**	**0.00%**
	ICE WINE WHITE	OTHER	NON-VQA	$5	$16	$7	$107	$1,228	$334	214.06%	1,052.66%	0.00%
			VQA	$1,412	$1,201	$1,226	$1,678	$1,443	$335	53.15%	-14.02%	0.38%
		BC	NON-VQA	$15	$103	$114	$94	$5	$0	-92.30%	-94.74%	0.00%
			VQA	$3,794	$3,705	$3,942	$3,571	$2,830	$470	10.59%	-20.74%	4.74%
		ICE WINE WHITE		**$5,225**	**$5,025**	**$5,289**	**$5,449**	**$5,506**	**$1,139**	**51.31%**	**1.03%**	**2.54%**
	RED	OTHER	NON-VQA	$118	$46	$59	$97	$126	$30	18.66%	29.47%	9.35%
			VQA	$313	$337	$325	$214	$149	$33	-8.43%	-30.33%	4.72%

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				2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	RED	BC	NON-VQA	$85,900	$86,585	$91,875	$96,473	$100,927	$22,537	9.37%	4.62%	11.19%
			VQA	$67,052	$73,750	$80,872	$85,608	$84,840	$16,116	-0.07%	-0.90%	20.27%
		TABLE WINE RED		**$153,383**	**$160,718**	**$173,131**	**$182,392**	**$186,042**	**$38,716**	**5.22%**	**2.00%**	**15.33%**
	ROSE	OTHER	VQA	$4	$0	$0	$0	$0	$0	n/a	n/a	0.00%
		BC	NON-VQA	$4,542	$5,061	$5,157	$5,790	$6,336	$1,081	6.30%	9.43%	8.05%
			VQA	$2,509	$3,255	$3,716	$3,951	$4,528	$464	31.94%	14.61%	7.08%
		TABLE WINE ROSE		**$7,055**	**$8,316**	**$8,873**	**$9,741**	**$10,864**	**$1,545**	**12.88%**	**11.53%**	**7.64%**
	WHITE	OTHER	NON-VQA	$127	$122	$78	$352	$532	$118	35.93%	51.21%	2.04%
			VQA	$211	$249	$221	$208	$143	$35	44.73%	-31.04%	8.85%
		BC	NON-VQA	$88,380	$90,321	$92,307	$100,341	$108,162	$22,210	8.72%	7.79%	11.32%
			VQA	$68,211	$77,266	$80,528	$80,764	$83,850	$14,714	11.87%	3.82%	22.23%
		TABLE WINE WHITE		**$156,930**	**$167,957**	**$173,133**	**$181,665**	**$192,687**	**$37,076**	**10.05%**	**6.07%**	**16.04%**
	TABLE WINE			**$323,401**	**$342,746**	**$361,177**	**$380,810**	**$396,793**	**$78,627**	**7.97%**	**4.20%**	**15.22%**
WINE - GIFT PACKS	WINE - GIFT PACKS ALL	OTHER	NON-VQA	$0	$394	$541	$353	$196	$19	2,141.40%	-44.45%	0.00%
			VQA	$728	$0	$163	$0	$0	$0	n/a	n/a	0.00%
		BC	NON-VQA	$3	$0	$0	$0	$0	$0	n/a	n/a	0.00%
			VQA	$249	$790	$1,084	$411	$13	$0	-100.00%	-96.88%	0.00%
		WINE - GIFT PACKS ALL		**$980**	**$1,183**	**$1,788**	**$764**	**$209**	**$19**	**-48.63%**	**-72.66%**	**0.04%**
	WINE - GIFT PACKS			**$980**	**$1,183**	**$1,788**	**$764**	**$209**	**$19**	**-48.63%**	**-72.66%**	**0.04%**
DOMESTIC WINE - TOTAL				**$341,272**	**$361,706**	**$381,122**	**$400,198**	**$415,397**	**$82,064**	**8.17%**	**3.80%**	**14.93%**

IMPORT WINE MARKET
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			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
APERITIF, DESSERT AND FORTIFIED WINE	FLAVOURED	AUSTRALIA	2,930	2,545	2,729	2,224	1,816	344	-23.92%	-18.31%	2.35%
		CHINA	0	0	2,314	2,196	1,731	589	-6.32%	-21.17%	2.64%
		FRANCE	0	0	0	94	476	63	-32.94%	403.17%	0.00%
		ITALY	74	16	5,667	16,056	15,527	2,504	-24.15%	-3.30%	11.39%
		SLOVAK REPUBLIC	0	0	0	0	58	0	n/a	n/a	0.00%
		SOUTH AFRICA	0	0	0	0	3,024	0	n/a	n/a	0.00%
		UNITED STATES OF AMERICA	12,778	4,072	3,598	3,862	19,327	5,261	338.71%	400.47%	0.26%
		FLAVOURED	**15,783**	**6,634**	**14,310**	**24,432**	**41,959**	**8,761**	**54.37%**	**59.12%**	**4.97%**
	FRUIT	ARMENIA	1	0	0	0	0	0	n/a	n/a	0.00%
		DENMARK	0	-1	1	0	0	0	n/a	n/a	0.00%
		FRANCE	0	0	16	9	9	0	n/a	0.00%	0.00%
		JAPAN	10,024	11,276	10,391	10,455	10,884	2,755	6.21%	4.11%	24.12%
		KOREA - SOUTH	438	150	182	190	224	88	136.00%	18.17%	7.49%
		TURKEY	0	21	3	0	0	0	n/a	n/a	0.00%
		UNITED STATES OF AMERICA	1,968	2,464	3,345	3,826	6,734	1,976	126.29%	75.97%	31.77%
		FRUIT	**12,431**	**13,911**	**13,937**	**14,480**	**17,851**	**4,819**	**37.51%**	**23.28%**	**26.84%**
	MADEIRA	PORTUGAL	5,528	5,215	5,326	5,248	4,648	1,022	-24.36%	-11.44%	23.95%
		MADEIRA	**5,528**	**5,215**	**5,326**	**5,248**	**4,648**	**1,022**	**-24.36%**	**-11.44%**	**23.95%**
	MONTILLA	SPAIN	11,390	9,657	10,158	11,105	11,217	3,252	22.87%	1.01%	5.26%
		MONTILLA	**11,390**	**9,657**	**10,158**	**11,105**	**11,217**	**3,252**	**22.87%**	**1.01%**	**5.26%**
	OTHER	AUSTRALIA	0	8	0	170	278	116	84.52%	63.39%	3.23%
		OTHER	**0**	**8**	**0**	**170**	**278**	**116**	**84.52%**	**63.39%**	**3.23%**
	OTHER FORTIFIED	ARGENTINA	0	0	5	30	0	0	n/a	-100.00%	0.00%
		AUSTRALIA	429	452	627	458	153	21	-83.23%	-66.69%	26.54%
		CHINA	7,215	5,925	7,005	6,807	6,641	1,812	-13.37%	-2.44%	18.44%
		FRANCE	35,920	34,040	32,603	33,485	35,034	7,538	1.31%	4.63%	8.42%

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			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
APERITIF, DESSERT AND FORTIFIED WINE	OTHER FORTIFIED	GREECE	516	58	91	31	0	0	n/a	-100.00%	0.00%
		ITALY	15,768	14,995	14,876	14,553	14,222	3,544	5.48%	-2.28%	31.99%
		JAPAN	36	81	428	893	1,309	235	-1.47%	46.58%	88.30%
		KOREA - SOUTH	5,920	4,530	7,174	10,716	10,785	2,715	5.84%	0.65%	36.13%
		SPAIN	0	44	0	0	0	0	n/a	n/a	0.00%
		UNITED STATES OF AMERICA	2,087	1,732	1,708	1,626	1,413	316	-19.27%	-13.10%	26.80%
		URUGUAY	4	0	14	0	0	0	n/a	n/a	0.00%
		OTHER FORTIFIED	**67,895**	**61,858**	**64,530**	**68,600**	**69,558**	**16,181**	**-0.19%**	**1.40%**	**20.41%**
	PORT	AUSTRALIA	31,192	22,171	19,268	18,341	16,983	4,158	-9.41%	-7.40%	9.26%
		PORTUGAL	91,233	84,771	85,783	81,383	80,283	16,623	-1.45%	-1.35%	9.68%
		SOUTH AFRICA	20,633	17,627	19,152	19,788	16,948	3,060	-28.23%	-14.35%	10.44%
		UNITED STATES OF AMERICA	32	22	58	22	35	26	43.75%	55.00%	25.81%
		PORT	**143,091**	**124,591**	**124,262**	**119,534**	**114,249**	**23,867**	**-7.28%**	**-4.42%**	**9.74%**
	SAKE	JAPAN	66,615	68,161	72,960	73,436	82,520	22,635	20.42%	12.37%	38.32%
		KOREA - SOUTH	2,894	2,368	1,841	2,091	1,754	359	-21.80%	-16.13%	41.08%
		UNITED STATES OF AMERICA	318,615	317,395	311,893	314,207	310,297	81,179	0.83%	-1.24%	65.05%
		SAKE	**388,124**	**387,925**	**386,694**	**389,734**	**394,571**	**104,173**	**4.41%**	**1.24%**	**59.35%**
	SHERRY	AUSTRALIA	29,527	28,232	33,693	37,652	30,148	7,502	-22.38%	-19.93%	1.06%
		NEW ZEALAND	27,583	22,142	4,885	-2	0	0	100.00%	100.00%	0.00%
		SOUTH AFRICA	29,592	22,851	25,760	20,298	18,940	2,744	-47.43%	-6.69%	0.44%
		SPAIN	75,031	67,791	66,361	63,653	60,934	13,252	2.65%	-4.27%	2.23%
		SHERRY	**161,733**	**141,015**	**130,699**	**121,601**	**110,023**	**23,496**	**-15.43%**	**-9.52%**	**1.60%**
	VERMOUTH	FRANCE	22,973	21,032	19,551	17,949	12,790	2,840	-29.53%	-28.74%	13.84%
		ITALY	219,099	210,184	201,287	189,882	187,881	41,462	3.11%	-1.05%	6.13%
		SLOVAK REPUBLIC	0	0	0	0	58	0	n/a	n/a	0.00%
		UNITED STATES OF AMERICA	68	225	222	276	262	45	-9.09%	-4.89%	41.14%

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				2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
APERITIF, DESSERT AND FORTIFIED WINE	VERMOUTH	**VERMOUTH**		**242,140**	**231,442**	**221,060**	**208,106**	**200,992**	**44,346**	**0.13%**	**-3.45%**	**6.67%**
IMPORT APERITIF, DESSERT AND FORTIFIED WINE - TOTAL				**1,048,115**	**982,256**	**970,976**	**963,012**	**965,345**	**230,035**	**1.32%**	**0.24%**	29.32%
TABLE WINE	ARGENTINA	RED	IMPORT BOTTLED	1,723,270	2,214,805	2,499,389	2,589,890	2,560,898	607,755	-1.98%	-1.12%	13.26%
			RED - TOTAL	**1,723,270**	**2,214,805**	**2,499,389**	**2,589,890**	**2,560,898**	**607,755**	**-1.98%**	**-1.12%**	**13.26%**
		ROSE	IMPORT BOTTLED	121	3,648	8,165	9,712	5,518	944	-54.76%	-43.18%	1.56%
			ROSE - TOTAL	**121**	**3,648**	**8,165**	**9,712**	**5,518**	**944**	**-54.76%**	**-43.18%**	**1.56%**
		WHITE	IMPORT BOTTLED	215,235	332,252	346,662	365,824	368,405	75,036	-10.61%	0.71%	8.03%
			WHITE - TOTAL	**215,235**	**332,252**	**346,662**	**365,824**	**368,405**	**75,036**	**-10.61%**	**0.71%**	**8.03%**
		TOTAL		**1,938,625**	**2,550,705**	**2,854,217**	**2,965,425**	**2,934,821**	**683,735**	**-3.17%**	**-1.03%**	**12.58%**
	ARMENIA	WHITE	IMPORT BOTTLED	47	22	-9	14	0	0	n/a	-100.00%	0.00%
			WHITE - TOTAL	**47**	**22**	**-9**	**14**	**0**	**0**	**n/a**	**-100.00%**	**0.00%**
		TOTAL		**47**	**22**	**-9**	**14**	**0**	**0**	**n/a**	**-100.00%**	**0.00%**
	AUSTRALIA	RED	CANADA BOTTLED	12,828	9,228	8,240	14	0	0	n/a	-100.00%	0.00%
			IMPORT BOTTLED	5,191,779	4,614,743	4,243,230	4,113,296	3,733,167	809,484	-12.28%	-9.24%	9.97%
			RED - TOTAL	**5,204,607**	**4,623,971**	**4,251,470**	**4,113,310**	**3,733,167**	**809,484**	**-12.28%**	**-9.24%**	**9.97%**
		ROSE	IMPORT BOTTLED	18,607	20,049	16,254	12,807	13,113	2,204	2.67%	2.39%	3.68%
			ROSE - TOTAL	**18,607**	**20,049**	**16,254**	**12,807**	**13,113**	**2,204**	**2.67%**	**2.39%**	**3.68%**
		WHITE	CANADA BOTTLED	11,435	5,862	3,600	0	16	0	n/a	n/a	0.00%
			IMPORT BOTTLED	2,237,974	2,135,447	1,923,481	1,967,732	1,971,470	410,009	-1.61%	0.19%	6.84%
			WHITE - TOTAL	**2,249,410**	**2,141,308**	**1,927,081**	**1,967,732**	**1,971,486**	**410,009**	**-1.61%**	**0.19%**	**6.84%**
		TOTAL		**7,472,624**	**6,785,328**	**6,194,805**	**6,093,849**	**5,717,766**	**1,221,697**	**-8.94%**	**-6.17%**	**8.88%**
	AUSTRIA	RED	IMPORT BOTTLED	919	1,486	457	1,107	1,759	615	136.31%	58.88%	8.40%
			RED - TOTAL	**919**	**1,486**	**457**	**1,107**	**1,759**	**615**	**136.31%**	**58.88%**	**8.40%**
		ROSE	IMPORT BOTTLED	152	594	9	0	0	0	n/a	n/a	0.00%
			ROSE - TOTAL	**152**	**594**	**9**	**0**	**0**	**0**	**n/a**	**n/a**	**0.00%**
		WHITE	IMPORT BOTTLED	6,927	7,011	12,646	8,953	7,758	1,473	-31.81%	-13.34%	21.06%

IMPORT WINE MARKET
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SALES IN LITRES

				2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	AUSTRIA	WHITE	**WHITE - TOTAL**	**6,927**	**7,011**	**12,646**	**8,953**	**7,758**	**1,473**	**-31.81%**	**-13.34%**	**21.06%**
		TOTAL		**7,997**	**9,092**	**13,112**	**10,060**	**9,517**	**2,088**	**-13.73%**	**-5.39%**	**18.72%**
	BULGARIA	RED	IMPORT BOTTLED	3,586	122	70	657	636	220	44.12%	-3.20%	-1.89%
			RED - TOTAL	**3,586**	**122**	**70**	**657**	**636**	**220**	**44.12%**	**-3.20%**	**-1.89%**
		WHITE	IMPORT BOTTLED	0	0	135	909	315	9	-93.75%	-65.35%	0.00%
			WHITE - TOTAL	**0**	**0**	**135**	**909**	**315**	**9**	**-93.75%**	**-65.35%**	**0.00%**
		TOTAL		**3,586**	**122**	**206**	**1,566**	**951**	**230**	**-22.73%**	**-39.27%**	**-0.32%**
	CHILE	RED	CANADA BOTTLED	294,555	243,662	182,668	140,011	107,775	26,429	-15.98%	-23.02%	27.09%
			IMPORT BOTTLED	2,065,653	2,144,261	2,205,790	2,219,274	2,109,938	488,934	-7.53%	-4.93%	5.84%
			RED - TOTAL	**2,360,208**	**2,387,924**	**2,388,459**	**2,359,286**	**2,217,713**	**515,363**	**-8.00%**	**-6.00%**	**6.87%**
		ROSE	IMPORT BOTTLED	8,768	7,640	7,458	6,634	5,228	671	-9.69%	-21.20%	2.71%
			ROSE - TOTAL	**8,768**	**7,640**	**7,458**	**6,634**	**5,228**	**671**	**-9.69%**	**-21.20%**	**2.71%**
		WHITE	CANADA BOTTLED	228,014	193,756	139,380	103,490	83,769	22,451	-0.03%	-19.06%	27.75%
			IMPORT BOTTLED	808,215	921,307	970,600	992,914	1,037,696	218,661	2.05%	4.51%	8.85%
			WHITE - TOTAL	**1,036,228**	**1,115,063**	**1,109,980**	**1,096,403**	**1,121,465**	**241,112**	**1.86%**	**2.29%**	**10.26%**
		TOTAL		**3,405,204**	**3,510,626**	**3,505,897**	**3,462,323**	**3,344,406**	**757,146**	**-5.08%**	**-3.41%**	**8.00%**
	CHINA	RED	IMPORT BOTTLED	4,882	3,449	2,747	1,430	418	103	-69.76%	-70.72%	3.76%
			RED - TOTAL	**4,882**	**3,449**	**2,747**	**1,430**	**418**	**103**	**-69.76%**	**-70.72%**	**3.76%**
		WHITE	IMPORT BOTTLED	328	228	262	842	1,373	354	5.83%	63.19%	13.76%
			WHITE - TOTAL	**328**	**228**	**262**	**842**	**1,373**	**354**	**5.83%**	**63.19%**	**13.76%**
		TOTAL		**5,210**	**3,677**	**3,010**	**2,271**	**1,792**	**457**	**-32.26%**	**-21.10%**	**11.43%**
	CROATIA	RED	IMPORT BOTTLED	4,561	4,312	2,845	1,390	103	0	-100.00%	-92.61%	0.00%
			RED - TOTAL	**4,561**	**4,312**	**2,845**	**1,390**	**103**	**0**	**-100.00%**	**-92.61%**	**0.00%**
		WHITE	IMPORT BOTTLED	4	90	198	0	0	0	n/a	n/a	0.00%
			WHITE - TOTAL	**4**	**90**	**198**	**0**	**0**	**0**	**n/a**	**n/a**	**0.00%**
		TOTAL		**4,565**	**4,402**	**3,043**	**1,390**	**103**	**0**	**-100.00%**	**-92.61%**	**0.00%**

IMPORT WINE MARKET
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SALES IN LITRES

				2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	CZECH REPUBLIC	RED	IMPORT BOTTLED	1,074	596	10	1	0	0	n/a	-100.00%	0.00%
			RED - TOTAL	**1,074**	**596**	**10**	**1**	**0**	**0**	**n/a**	**-100.00%**	**0.00%**
		WHITE	IMPORT BOTTLED	1,327	770	10	0	0	0	n/a	n/a	0.00%
			WHITE - TOTAL	**1,327**	**770**	**10**	**0**	**0**	**0**	**n/a**	**n/a**	**0.00%**
		TOTAL		**2,401**	**1,366**	**21**	**1**	**0**	**0**	**n/a**	**-100.00%**	**0.00%**
	FRANCE	RED	CANADA BOTTLED	143,152	180,400	155,241	173,323	212,369	55,395	16.20%	22.53%	1.52%
			IMPORT BOTTLED	1,483,065	1,393,838	1,408,131	1,407,481	1,431,004	327,595	3.67%	1.67%	8.46%
			RED - TOTAL	**1,626,217**	**1,574,238**	**1,563,372**	**1,580,804**	**1,643,373**	**382,990**	**5.31%**	**3.96%**	**7.56%**
		ROSE	IMPORT BOTTLED	43,297	68,481	62,138	64,777	78,442	10,002	41.62%	21.09%	8.92%
			ROSE - TOTAL	**43,297**	**68,481**	**62,138**	**64,777**	**78,442**	**10,002**	**41.62%**	**21.09%**	**8.92%**
		WHITE	CANADA BOTTLED	62,934	77,184	49,748	59,288	73,960	17,460	8.12%	24.75%	1.42%
			IMPORT BOTTLED	693,776	628,013	601,443	562,322	576,892	118,580	2.28%	2.59%	14.93%
			WHITE - TOTAL	**756,710**	**705,197**	**651,191**	**621,610**	**650,852**	**136,040**	**3.00%**	**4.70%**	**13.40%**
		TOTAL		**2,426,224**	**2,347,915**	**2,276,701**	**2,267,191**	**2,372,667**	**529,033**	**5.21%**	**4.65%**	**9.21%**
	GEORGIA	RED	IMPORT BOTTLED	0	0	6,099	8,810	11,241	2,935	102.12%	27.59%	1.83%
			RED - TOTAL	**0**	**0**	**6,099**	**8,810**	**11,241**	**2,935**	**102.12%**	**27.59%**	**1.83%**
		WHITE	IMPORT BOTTLED	0	0	126	560	2,549	682	425.43%	355.02%	1.06%
			WHITE - TOTAL	**0**	**0**	**126**	**560**	**2,549**	**682**	**425.43%**	**355.02%**	**1.06%**
		TOTAL		**0**	**0**	**6,225**	**9,370**	**13,790**	**3,616**	**128.64%**	**47.17%**	**1.69%**
	GERMANY	ICE WINE WHITE	IMPORT BOTTLED	2	0	0	7	4	0	-100.00%	-44.44%	0.00%
			ICE WINE WHITE - TOTAL	**2**	**0**	**0**	**7**	**4**	**0**	**-100.00%**	**-44.44%**	**0.00%**
		RED	IMPORT BOTTLED	19,642	17,501	17,908	11,697	11,668	2,756	47.89%	-0.24%	5.19%
			RED - TOTAL	**19,642**	**17,501**	**17,908**	**11,697**	**11,668**	**2,756**	**47.89%**	**-0.24%**	**5.19%**
		WHITE	IMPORT BOTTLED	475,795	483,583	476,818	474,107	474,305	102,542	5.08%	0.04%	6.08%
			WHITE - TOTAL	**475,795**	**483,583**	**476,818**	**474,107**	**474,305**	**102,542**	**5.08%**	**0.04%**	**6.08%**
		TOTAL		**495,439**	**501,084**	**494,726**	**485,811**	**485,977**	**105,298**	**5.88%**	**0.03%**	**6.06%**

IMPORT WINE MARKET
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				2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	GREECE	RED	IMPORT BOTTLED	75,588	62,582	54,953	50,443	45,952	10,363	-8.42%	-8.90%	66.36%
			RED - TOTAL	**75,588**	**62,582**	**54,953**	**50,443**	**45,952**	**10,363**	**-8.42%**	**-8.90%**	**66.36%**
		ROSE	IMPORT BOTTLED	32	27	0	0	0	0	n/a	n/a	0.00%
			ROSE - TOTAL	**32**	**27**	**0**	**0**	**0**	**0**	**n/a**	**n/a**	**0.00%**
		WHITE	IMPORT BOTTLED	63,322	56,452	54,357	50,509	46,218	9,351	-4.47%	-8.50%	56.22%
			WHITE - TOTAL	**63,322**	**56,452**	**54,357**	**50,509**	**46,218**	**9,351**	**-4.47%**	**-8.50%**	**56.22%**
		TOTAL		**138,942**	**119,061**	**109,310**	**100,952**	**92,170**	**19,714**	**-6.59%**	**-8.70%**	**61.28%**
	HUNGARY	RED	IMPORT BOTTLED	30,010	24,659	23,948	21,410	28,753	6,141	33.39%	34.29%	1.20%
			RED - TOTAL	**30,010**	**24,659**	**23,948**	**21,410**	**28,753**	**6,141**	**33.39%**	**34.29%**	**1.20%**
		WHITE	IMPORT BOTTLED	85,855	80,400	84,024	90,267	75,688	13,373	-22.49%	-16.15%	6.58%
			WHITE - TOTAL	**85,855**	**80,400**	**84,024**	**90,267**	**75,688**	**13,373**	**-22.49%**	**-16.15%**	**6.58%**
		TOTAL		**115,866**	**105,059**	**107,972**	**111,677**	**104,442**	**19,514**	**-10.72%**	**-6.48%**	**5.09%**
	INDIA	ROSE	IMPORT BOTTLED	458	-21	0	0	0	0	n/a	n/a	0.00%
			ROSE - TOTAL	**458**	**-21**	**0**	**0**	**0**	**0**	**n/a**	**n/a**	**0.00%**
		WHITE	IMPORT BOTTLED	7	2	0	0	1,009	464	n/a	n/a	32.86%
			WHITE - TOTAL	**7**	**2**	**0**	**0**	**1,009**	**464**	**n/a**	**n/a**	**32.86%**
		TOTAL		**465**	**-19**	**0**	**0**	**1,009**	**464**	**n/a**	**n/a**	**32.86%**
	ISRAEL	RED	IMPORT BOTTLED	10,568	9,286	5,610	6,858	7,262	2,468	54.36%	5.89%	3.26%
			RED - TOTAL	**10,568**	**9,286**	**5,610**	**6,858**	**7,262**	**2,468**	**54.36%**	**5.89%**	**3.26%**
		ROSE	IMPORT BOTTLED	0	0	120	679	768	218	34.10%	13.15%	22.07%
			ROSE - TOTAL	**0**	**0**	**120**	**679**	**768**	**218**	**34.10%**	**13.15%**	**22.07%**
		WHITE	IMPORT BOTTLED	4,296	3,612	3,390	3,534	3,412	1,168	41.02%	-3.48%	1.03%
			WHITE - TOTAL	**4,296**	**3,612**	**3,390**	**3,534**	**3,412**	**1,168**	**41.02%**	**-3.48%**	**1.03%**
		TOTAL		**14,864**	**12,897**	**9,120**	**11,071**	**11,442**	**3,854**	**48.82%**	**3.35%**	**3.86%**
	ITALY	RED	IMPORT BOTTLED	2,229,648	2,139,539	2,135,260	2,166,388	2,192,307	536,772	8.39%	1.20%	15.73%
			RED - TOTAL	**2,229,648**	**2,139,539**	**2,135,260**	**2,166,388**	**2,192,307**	**536,772**	**8.39%**	**1.20%**	**15.73%**

IMPORT WINE MARKET
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				2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	ITALY	ROSE	IMPORT BOTTLED	2,602	5,650	32,253	41,628	42,415	6,211	9.29%	1.89%	3.05%
			ROSE - TOTAL	**2,602**	**5,650**	**32,253**	**41,628**	**42,415**	**6,211**	**9.29%**	**1.89%**	**3.05%**
		WHITE	IMPORT BOTTLED	1,129,104	1,161,538	1,197,734	1,263,542	1,370,498	280,362	8.37%	8.46%	20.61%
			WHITE - TOTAL	**1,129,104**	**1,161,538**	**1,197,734**	**1,263,542**	**1,370,498**	**280,362**	**8.37%**	**8.46%**	**20.61%**
		TOTAL		**3,361,355**	**3,306,727**	**3,365,247**	**3,471,558**	**3,605,220**	**823,345**	**8.39%**	**3.85%**	**17.43%**
	LEBANON	RED	IMPORT BOTTLED	766	472	341	382	417	108	111.76%	9.02%	55.04%
			RED - TOTAL	**766**	**472**	**341**	**382**	**417**	**108**	**111.76%**	**9.02%**	**55.04%**
		ROSE	IMPORT BOTTLED	141	17	98	148	101	8	-54.17%	-31.82%	100.00%
			ROSE - TOTAL	**141**	**17**	**98**	**148**	**101**	**8**	**-54.17%**	**-31.82%**	**100.00%**
		WHITE	IMPORT BOTTLED	282	114	172	160	40	1	-94.44%	-74.77%	0.00%
			WHITE - TOTAL	**282**	**114**	**172**	**160**	**40**	**1**	**-94.44%**	**-74.77%**	**0.00%**
		TOTAL		**1,190**	**603**	**610**	**692**	**559**	**117**	**41.82%**	**-19.20%**	**65.64%**
	MEXICO	RED	IMPORT BOTTLED	1,137	839	1,063	820	558	158	-28.57%	-31.93%	15.32%
			RED - TOTAL	**1,137**	**839**	**1,063**	**820**	**558**	**158**	**-28.57%**	**-31.93%**	**15.32%**
		WHITE	IMPORT BOTTLED	90	198	324	148	86	18	-42.86%	-42.42%	0.00%
			WHITE - TOTAL	**90**	**198**	**324**	**148**	**86**	**18**	**-42.86%**	**-42.42%**	**0.00%**
		TOTAL		**1,227**	**1,037**	**1,387**	**968**	**644**	**176**	**-30.36%**	**-33.54%**	**15.32%**
	MOLDOVA, REPUBLIC OF	RED	IMPORT BOTTLED	104	18	0	0	0	0	n/a	n/a	0.00%
			RED - TOTAL	**104**	**18**	**0**	**0**	**0**	**0**	**n/a**	**n/a**	**0.00%**
		TOTAL		**104**	**18**	**0**	**0**	**0**	**0**	**n/a**	**n/a**	**0.00%**
	MONTENEGRO	RED	IMPORT BOTTLED	3,980	3,455	4,304	4,050	4,389	902	-19.92%	8.37%	1.40%
			RED - TOTAL	**3,980**	**3,455**	**4,304**	**4,050**	**4,389**	**902**	**-19.92%**	**8.37%**	**1.40%**
		TOTAL		**3,980**	**3,455**	**4,304**	**4,050**	**4,389**	**902**	**-19.92%**	**8.37%**	**1.40%**
	MOROCCO	RED	IMPORT BOTTLED	188	11	2	0	0	0	n/a	n/a	0.00%
			RED - TOTAL	**188**	**11**	**2**	**0**	**0**	**0**	**n/a**	**n/a**	**0.00%**
		TOTAL		**188**	**11**	**2**	**0**	**0**	**0**	**n/a**	**n/a**	**0.00%**

IMPORT WINE MARKET
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TABLE WINE	NEW ZEALAND	RED	IMPORT BOTTLED	62,175	68,534	88,519	100,221	114,700	24,112	-9.01%	14.45%	17.18%
			RED - TOTAL	**62,175**	**68,534**	**88,519**	**100,221**	**114,700**	**24,112**	**-9.01%**	**14.45%**	**17.18%**
		ROSE	IMPORT BOTTLED	3,135	620	1,591	693	0	0	n/a	-100.00%	0.00%
			ROSE - TOTAL	**3,135**	**620**	**1,591**	**693**	**0**	**0**	**n/a**	**-100.00%**	**0.00%**
		WHITE	CANADA BOTTLED	0	0	0	0	9,074	3,780	n/a	n/a	40.01%
			IMPORT BOTTLED	519,062	630,766	792,676	947,876	1,161,443	239,126	21.61%	22.53%	19.64%
			WHITE - TOTAL	**519,062**	**630,766**	**792,676**	**947,876**	**1,170,517**	**242,906**	**23.54%**	**23.49%**	**19.80%**
		TOTAL		**584,372**	**699,919**	**882,786**	**1,048,790**	**1,285,217**	**267,018**	**19.67%**	**22.54%**	**19.57%**
	PORTUGAL	RED	CANADA BOTTLED	0	0	0	0	18	0	n/a	n/a	0.00%
			IMPORT BOTTLED	104,165	106,910	125,282	134,748	112,574	28,928	9.73%	-16.46%	4.20%
			RED - TOTAL	**104,165**	**106,910**	**125,282**	**134,748**	**112,592**	**28,928**	**9.73%**	**-16.44%**	**4.20%**
		ROSE	IMPORT BOTTLED	64,427	62,759	76,112	68,705	72,357	13,098	2.74%	5.32%	1.83%
			ROSE - TOTAL	**64,427**	**62,759**	**76,112**	**68,705**	**72,357**	**13,098**	**2.74%**	**5.32%**	**1.83%**
		WHITE	IMPORT BOTTLED	81,401	92,708	103,537	108,604	119,845	19,306	8.26%	10.35%	4.12%
			WHITE - TOTAL	**81,401**	**92,708**	**103,537**	**108,604**	**119,845**	**19,306**	**8.26%**	**10.35%**	**4.12%**
		TOTAL		**249,994**	**262,377**	**304,930**	**312,057**	**304,793**	**61,332**	**7.70%**	**-2.33%**	**3.61%**
	ROMANIA	WHITE	IMPORT BOTTLED	0	0	0	19	0	0	-100.00%	-100.00%	0.00%
			WHITE - TOTAL	**0**	**0**	**0**	**19**	**0**	**0**	**-100.00%**	**-100.00%**	**0.00%**
		TOTAL		**0**	**0**	**0**	**19**	**0**	**0**	**-100.00%**	**-100.00%**	**0.00%**
	SLOVENIA	RED	IMPORT BOTTLED	0	0	45	14	0	0	n/a	-100.00%	0.00%
			RED - TOTAL	**0**	**0**	**45**	**14**	**0**	**0**	**n/a**	**-100.00%**	**0.00%**
		WHITE	IMPORT BOTTLED	215	346	32	9	17	0	n/a	91.67%	0.00%
			WHITE - TOTAL	**215**	**346**	**32**	**9**	**17**	**0**	**n/a**	**91.67%**	**0.00%**
		TOTAL		**215**	**346**	**76**	**22**	**17**	**0**	**n/a**	**-23.33%**	**0.00%**
	SOUTH AFRICA	RED	CANADA BOTTLED	587	768	192	0	0	0	n/a	n/a	0.00%
			IMPORT BOTTLED	699,871	646,762	608,230	569,196	539,686	129,134	2.43%	-5.18%	4.13%

IMPORT WINE MARKET
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SALES IN LITRES

				2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	SOUTH AFRICA	RED	**RED - TOTAL**	**700,458**	**647,530**	**608,422**	**569,196**	**539,686**	**129,134**	**2.43%**	**-5.18%**	**4.13%**
		ROSE	IMPORT BOTTLED	2,210	77	2,751	0	153	0	n/a	n/a	0.00%
			ROSE - TOTAL	**2,210**	**77**	**2,751**	**0**	**153**	**0**	**n/a**	**n/a**	**0.00%**
		WHITE	CANADA BOTTLED	468	648	216	0	0	0	n/a	n/a	0.00%
			IMPORT BOTTLED	374,512	388,366	397,587	424,442	404,676	82,732	-8.78%	-4.66%	5.56%
			WHITE - TOTAL	**374,980**	**389,014**	**397,803**	**424,442**	**404,676**	**82,732**	**-8.78%**	**-4.66%**	**5.56%**
		TOTAL		**1,077,648**	**1,036,622**	**1,008,976**	**993,638**	**944,516**	**211,867**	**-2.26%**	**-4.96%**	**4.74%**
	SPAIN	RED	IMPORT BOTTLED	721,453	720,460	822,615	1,002,110	1,114,633	280,587	17.69%	11.23%	5.90%
			RED - TOTAL	**721,453**	**720,460**	**822,615**	**1,002,110**	**1,114,633**	**280,587**	**17.69%**	**11.23%**	**5.90%**
		ROSE	IMPORT BOTTLED	13,537	10,830	14,807	9,347	12,367	1,976	97.16%	32.30%	13.57%
			ROSE - TOTAL	**13,537**	**10,830**	**14,807**	**9,347**	**12,367**	**1,976**	**97.16%**	**32.30%**	**13.57%**
		WHITE	IMPORT BOTTLED	44,813	49,033	55,748	71,863	74,167	13,665	14.94%	3.21%	13.22%
			WHITE - TOTAL	**44,813**	**49,033**	**55,748**	**71,863**	**74,167**	**13,665**	**14.94%**	**3.21%**	**13.22%**
		TOTAL		**779,803**	**780,323**	**893,170**	**1,083,321**	**1,201,167**	**296,227**	**17.88%**	**10.88%**	**6.43%**
	SWITZERLAND	RED	IMPORT BOTTLED	63	0	0	0	0	0	n/a	n/a	0.00%
			RED - TOTAL	**63**	**0**	**0**	**0**	**0**	**0**	**n/a**	**n/a**	**0.00%**
		WHITE	IMPORT BOTTLED	54	0	306	13	0	0	-100.00%	-100.00%	0.00%
			WHITE - TOTAL	**54**	**0**	**306**	**13**	**0**	**0**	**-100.00%**	**-100.00%**	**0.00%**
		TOTAL		**117**	**0**	**306**	**13**	**0**	**0**	**-100.00%**	**-100.00%**	**0.00%**
	TURKEY	RED	IMPORT BOTTLED	0	180	0	648	287	126	-6.15%	-55.67%	2.87%
			RED - TOTAL	**0**	**180**	**0**	**648**	**287**	**126**	**-6.15%**	**-55.67%**	**2.87%**
		TOTAL		**0**	**180**	**0**	**648**	**287**	**126**	**-6.15%**	**-55.67%**	**2.87%**
	UNITED STATES OF AMERICA	ICE WINE WHITE	IMPORT BOTTLED	0	0	0	14	0	0	-100.00%	-100.00%	0.00%
			ICE WINE WHITE - TOTAL	**0**	**0**	**0**	**14**	**0**	**0**	**-100.00%**	**-100.00%**	**0.00%**
		RED	CANADA BOTTLED	492,550	504,542	447,321	385,166	320,378	79,356	-14.56%	-16.82%	1.57%
			IMPORT BOTTLED	2,762,311	2,762,729	2,916,033	3,320,196	3,886,508	938,004	16.48%	17.06%	12.65%

IMPORT WINE MARKET
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				2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	UNITED STATES OF AMERICA	RED	**RED - TOTAL**	**3,254,861**	**3,267,271**	**3,363,354**	**3,705,362**	**4,206,885**	**1,017,360**	**13.27%**	**13.54%**	**11.81%**
		ROSE	CANADA BOTTLED	11,469	11,174	3,894	1,026	486	2	-99.24%	-52.63%	0.00%
			IMPORT BOTTLED	511,496	498,457	480,537	466,301	467,203	104,788	5.20%	0.19%	5.43%
			ROSE - TOTAL	**522,965**	**509,630**	**484,431**	**467,327**	**467,689**	**104,790**	**5.00%**	**0.08%**	**5.42%**
		WHITE	CANADA BOTTLED	265,074	267,880	225,395	190,274	128,408	27,640	-31.90%	-32.51%	2.25%
			IMPORT BOTTLED	1,600,491	1,679,021	1,694,212	1,821,894	1,905,154	404,000	7.73%	4.57%	10.71%
			WHITE - TOTAL	**1,865,565**	**1,946,901**	**1,919,608**	**2,012,168**	**2,033,562**	**431,640**	**3.86%**	**1.06%**	**10.17%**
		TOTAL		**5,643,391**	**5,723,802**	**5,767,392**	**6,184,871**	**6,708,136**	**1,553,791**	**9.92%**	**8.46%**	**10.87%**
	URUGUAY	RED	IMPORT BOTTLED	836	1,276	2,643	1,062	845	151	-39.46%	-20.41%	3.64%
			RED - TOTAL	**836**	**1,276**	**2,643**	**1,062**	**845**	**151**	**-39.46%**	**-20.41%**	**3.64%**
		WHITE	IMPORT BOTTLED	0	0	36	52	-1	0	n/a	-101.45%	0.00%
			WHITE - TOTAL	**0**	**0**	**36**	**52**	**-1**	**0**	**n/a**	**-101.45%**	**0.00%**
		TOTAL		**836**	**1,276**	**2,679**	**1,114**	**844**	**151**	**-39.46%**	**-24.18%**	**3.64%**
IMPORT TABLE WINE - SUMMARY			CANADA BOTTLED	1,523,066	1,495,104	1,215,895	1,052,592	936,252	232,513	-7.51%	-11.05%	7.29%
			IMPORT BOTTLED	26,213,413	26,272,932	26,594,322	27,572,138	28,210,388	6,329,383	2.58%	2.31%	11.10%
IMPORT TABLE WINE - TOTAL				**27,736,479**	**27,768,036**	**27,810,218**	**28,624,731**	**29,146,640**	**6,561,896**	**2.19%**	**1.82%**	**10.98%**
SPARKLING WINE	ARGENTINA	RED		0	0	36	54	36	0	n/a	-33.33%	0.00%
		ROSE		0	0	135	220	184	112	316.67%	-16.33%	60.98%
		WHITE		1,444	2,402	2,546	2,786	5,611	1,285	121.04%	101.40%	6.67%
		TOTAL		**1,444**	**2,402**	**2,717**	**3,060**	**5,831**	**1,397**	**129.72%**	**90.54%**	**8.40%**
	AUSTRALIA	RED		14,318	12,280	10,328	9,637	8,134	1,834	23.86%	-15.60%	0.89%
		ROSE		47,785	84,694	78,696	73,683	81,269	21,270	43.70%	10.30%	3.32%
		WHITE		120,499	115,694	96,276	91,486	104,012	21,368	63.41%	13.69%	4.83%
		TOTAL		**182,601**	**212,668**	**185,300**	**174,805**	**193,414**	**44,472**	**51.48%**	**10.65%**	**4.03%**
	AUSTRIA	ROSE		0	0	0	9	9	9	0.00%	0.00%	0.00%
		TOTAL		**0**	**0**	**0**	**9**	**9**	**9**	**0.00%**	**0.00%**	**0.00%**

IMPORT WINE MARKET
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			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
SPARKLING WINE	CHILE	ROSE	11,820	13,997	17,015	18,866	16,658	3,144	-12.93%	-11.70%	1.20%
		WHITE	860	18	91	123	22	0	-100.00%	-81.71%	0.00%
		TOTAL	**12,680**	**14,015**	**17,105**	**18,989**	**16,681**	**3,144**	**-12.96%**	**-12.15%**	**1.20%**
	CHINA	WHITE	0	0	8	146	149	8	-81.13%	2.05%	0.50%
		TOTAL	**0**	**0**	**8**	**146**	**149**	**8**	**-81.13%**	**2.05%**	**0.50%**
	CZECH REPUBLIC	WHITE	1,536	5	2	0	0	0	n/a	n/a	0.00%
		TOTAL	**1,536**	**5**	**2**	**0**	**0**	**0**	**n/a**	**n/a**	**0.00%**
	FRANCE	RED	0	0	0	1,979	0	0	n/a	-100.00%	0.00%
		ROSE	31,753	30,293	37,498	45,778	45,716	9,860	-8.83%	-0.14%	10.87%
		ROSE TABLE WINE	0	0	1,648	3,085	3,977	718	13.91%	28.93%	5.88%
		WHITE	186,416	177,003	168,851	172,639	183,686	39,740	31.38%	6.40%	25.11%
		WHITE TABLE WINE	4,734	4,761	6,862	5,467	5,420	1,394	52.92%	-0.86%	15.50%
		TOTAL	**222,903**	**212,057**	**214,860**	**228,948**	**238,799**	**51,712**	**21.37%**	**4.30%**	**21.85%**
	GERMANY	ROSE	0	12,424	15,938	18,420	20,373	4,578	21.84%	10.60%	4.50%
		WHITE	148,902	156,365	162,638	157,138	156,705	31,708	44.59%	-0.28%	12.12%
		TOTAL	**148,902**	**168,789**	**178,575**	**175,558**	**177,079**	**36,286**	**41.26%**	**0.87%**	**11.25%**
	HUNGARY	ROSE	0	0	0	0	63	63	n/a	n/a	0.00%
		WHITE	16,550	20,561	19,202	16,647	12,717	2,504	10.56%	-23.61%	1.34%
		TOTAL	**16,550**	**20,561**	**19,202**	**16,647**	**12,780**	**2,567**	**10.56%**	**-23.61%**	**1.34%**
	ISRAEL	WHITE	90	0	0	0	0	0	n/a	n/a	0.00%
		TOTAL	**90**	**0**	**0**	**0**	**0**	**0**	**n/a**	**n/a**	**0.00%**
	ITALY	RED	0	36	4	72	43	0	-100.00%	-40.62%	0.00%
		ROSE	5,373	10,466	12,040	11,562	12,671	2,352	27.66%	9.59%	10.91%
		WHITE	128,903	159,137	172,103	203,699	255,912	56,457	47.91%	25.63%	22.40%
		TOTAL	**134,276**	**169,639**	**184,147**	**215,333**	**268,625**	**58,809**	**46.71%**	**24.75%**	**21.85%**
	NEW ZEALAND	ROSE	171	45	54	2,685	5,202	1,168	42.80%	93.74%	9.72%

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			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
SPARKLING WINE	NEW ZEALAND	WHITE	5,260	3,744	5,884	13,467	13,470	2,869	14.18%	0.02%	10.86%
		TOTAL	**5,431**	**3,789**	**5,938**	**16,152**	**18,672**	**4,037**	**21.21%**	**15.60%**	**10.54%**
	PORTUGAL	ROSE	374	598	557	2	0	0	n/a	-100.00%	0.00%
		WHITE	234	261	474	140	247	53	31.48%	75.94%	23.40%
		TOTAL	**608**	**860**	**1,031**	**142**	**247**	**53**	**31.48%**	**74.07%**	**23.40%**
	SOUTH AFRICA	ROSE	84	185	54	126	153	108	140.00%	21.43%	0.00%
		WHITE	1,512	16,004	18,874	16,863	15,795	3,913	33.56%	-6.33%	4.67%
		TOTAL	**1,596**	**16,190**	**18,928**	**16,989**	**15,948**	**4,021**	**35.17%**	**-6.13%**	**4.67%**
	SPAIN	RED	11	0	27	72	0	0	-100.00%	-100.00%	0.00%
		ROSE	14,894	14,844	20,914	15,486	12,589	2,930	13.08%	-18.71%	9.03%
		WHITE	247,642	260,848	265,263	257,474	262,546	57,508	40.15%	1.97%	17.05%
		TOTAL	**262,548**	**275,692**	**286,204**	**273,032**	**275,135**	**60,438**	**38.38%**	**0.77%**	**16.69%**
	UNITED STATES OF AMERICA	ROSE	2,708	19,982	10,546	3,725	2,189	584	43.28%	-41.23%	4.52%
		WHITE	116,351	113,779	107,352	105,544	98,826	22,566	25.42%	-6.37%	10.88%
		TOTAL	**119,059**	**133,761**	**117,898**	**109,269**	**101,015**	**23,149**	**25.82%**	**-7.55%**	**10.74%**
IMPORT SPARKLING WINE - TOTAL			**1,110,223**	**1,230,426**	**1,231,917**	**1,249,079**	**1,324,383**	**290,103**	**36.40%**	**6.03%**	**15.02%**
WINE - GIFT PACKS		AUSTRALIA	8,802	7,108	3,977	20	0	0	n/a	-100.00%	0.00%
		CHILE	0	0	0	823	306	99	350.00%	-62.81%	9.48%
		FRANCE	479	992	1,688	1,934	2,510	498	426.98%	29.79%	2.21%
		ITALY	3,073	45	0	1,794	6	0	-100.00%	-99.67%	0.00%
		PORTUGAL	26	34	0	0	0	0	n/a	n/a	0.00%
		SOUTH AFRICA	0	8,649	33	0	2,870	1,229	n/a	n/a	0.42%
		SPAIN	0	2,065	1,012	0	2,274	734	n/a	n/a	0.63%
		UNITED STATES OF AMERICA	4	0	0	2,913	0	0	-100.00%	-100.00%	0.00%
IMPORT WINE - GIFT PACKS - TOTAL			**12,385**	**18,893**	**6,710**	**7,483**	**7,966**	**2,561**	**277.96%**	**6.45%**	**1.39%**
IMPORT WINE - TOTAL			**29,907,202**	**29,999,611**	**30,019,820**	**30,844,305**	**31,444,335**	**7,084,595**	**3.25%**	**1.95%**	**11.71%**

IMPORT WINE MARKET
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			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
APERITIF, DESSERT AND FORTIFIED WINE	FLAVOURED	AUSTRALIA	$75	$65	$71	$58	$48	$9	-24.00%	-18.33%	2.35%
		CHINA	$0	$0	$32	$33	$27	$9	-6.32%	-18.98%	2.64%
		FRANCE	$0	$0	$0	$5	$27	$4	-32.94%	403.18%	0.00%
		ITALY	$4	$1	$118	$347	$345	$54	-24.10%	-0.47%	13.29%
		SLOVAK REPUBLIC	$0	$0	$0	$0	$1	$0	n/a	n/a	0.00%
		SOUTH AFRICA	$0	$0	$0	$0	$34	$0	n/a	n/a	0.00%
		UNITED STATES OF AMERICA	$89	$28	$26	$36	$319	$88	491.27%	792.70%	0.30%
		FLAVOURED	**$167**	**$94**	**$247**	**$479**	**$800**	**$164**	**44.99%**	**59.65%**	**6.60%**
	FRUIT	ARMENIA	$0	$0	$0	$0	$0	$0	n/a	n/a	0.00%
		DENMARK	$0	$0	$0	$0	$0	$0	n/a	n/a	0.00%
		FRANCE	$0	$0	$1	$0	$0	$0	n/a	0.00%	0.00%
		JAPAN	$254	$286	$283	$295	$305	$75	2.92%	3.51%	31.22%
		KOREA - SOUTH	$9	$3	$4	$4	$5	$2	184.44%	27.75%	8.65%
		TURKEY	$0	$1	$0	$0	$0	$0	n/a	n/a	0.00%
		UNITED STATES OF AMERICA	$31	$41	$57	$66	$131	$40	172.17%	96.61%	32.12%
		FRUIT	**$295**	**$331**	**$344**	**$365**	**$441**	**$118**	**32.89%**	**20.71%**	**31.27%**
	MADEIRA	PORTUGAL	$180	$174	$179	$174	$159	$36	-14.29%	-8.63%	23.38%
		MADEIRA	**$180**	**$174**	**$179**	**$174**	**$159**	**$36**	**-14.29%**	**-8.63%**	**23.38%**
	MONTILLA	SPAIN	$209	$177	$188	$205	$216	$61	22.81%	5.77%	6.74%
		MONTILLA	**$209**	**$177**	**$188**	**$205**	**$216**	**$61**	**22.81%**	**5.77%**	**6.74%**
	OTHER	AUSTRALIA	$0	$0	$0	$4	$7	$3	84.53%	63.78%	3.23%
		OTHER	**$0**	**$0**	**$0**	**$4**	**$7**	**$3**	**84.53%**	**63.78%**	**3.23%**
	OTHER FORTIFIED	ARGENTINA	$0	$0	$0	$1	$0	$0	n/a	-100.00%	0.00%
		AUSTRALIA	$21	$24	$26	$23	$9	$2	-72.85%	-61.04%	25.75%
		CHINA	$155	$134	$162	$154	$145	$40	-14.35%	-5.90%	18.19%
		FRANCE	$575	$565	$549	$571	$596	$130	1.66%	4.34%	10.20%

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			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
APERITIF, DESSERT AND FORTIFIED WINE	OTHER FORTIFIED	GREECE	$8	$1	$2	$1	$0	$0	n/a	-100.00%	0.00%
		ITALY	$317	$317	$323	$319	$314	$79	7.05%	-1.77%	32.12%
		JAPAN	$2	$5	$27	$53	$78	$14	0.70%	47.43%	86.11%
		KOREA - SOUTH	$141	$105	$114	$134	$148	$41	30.27%	10.24%	36.16%
		SPAIN	$0	$2	$0	$0	$0	$0	n/a	n/a	0.00%
		UNITED STATES OF AMERICA	$78	$65	$65	$63	$54	$12	-25.20%	-13.88%	26.88%
		URUGUAY	$0	$0	$1	$0	$0	$0	n/a	n/a	0.00%
		OTHER FORTIFIED	**$1,297**	**$1,217**	**$1,269**	**$1,320**	**$1,344**	**$318**	**0.55%**	**1.84%**	**24.24%**
	PORT	AUSTRALIA	$569	$411	$361	$323	$328	$75	-0.83%	1.54%	13.06%
		PORTUGAL	$3,369	$3,215	$3,375	$3,083	$2,960	$603	-4.68%	-3.99%	11.63%
		SOUTH AFRICA	$306	$264	$291	$302	$257	$47	-28.89%	-14.86%	10.57%
		UNITED STATES OF AMERICA	$1	$1	$3	$3	$3	$2	-37.93%	-26.03%	25.00%
		PORT	**$4,245**	**$3,891**	**$4,029**	**$3,711**	**$3,547**	**$727**	**-6.49%**	**-4.41%**	**11.69%**
	SAKE	JAPAN	$1,663	$1,708	$1,870	$2,002	$2,246	$596	19.30%	12.22%	51.75%
		KOREA - SOUTH	$52	$40	$31	$38	$33	$7	-23.58%	-11.95%	41.24%
		UNITED STATES OF AMERICA	$3,267	$3,164	$3,169	$3,196	$3,189	$840	2.59%	-0.19%	56.92%
		SAKE	**$4,982**	**$4,912**	**$5,070**	**$5,235**	**$5,469**	**$1,443**	**8.70%**	**4.47%**	**54.70%**
	SHERRY	AUSTRALIA	$393	$378	$463	$510	$415	$104	-16.52%	-18.60%	1.07%
		NEW ZEALAND	$408	$341	$77	$0	$0	$0	100.00%	100.00%	0.00%
		SOUTH AFRICA	$377	$291	$335	$265	$246	$36	-46.99%	-7.05%	0.45%
		SPAIN	$1,559	$1,426	$1,449	$1,389	$1,347	$300	6.09%	-2.99%	2.64%
		SHERRY	**$2,737**	**$2,436**	**$2,323**	**$2,164**	**$2,009**	**$439**	**-7.36%**	**-7.17%**	**2.04%**
	VERMOUTH	FRANCE	$255	$228	$223	$222	$187	$46	-7.63%	-15.83%	14.21%
		ITALY	$2,444	$2,349	$2,287	$2,219	$2,224	$498	4.31%	0.19%	6.85%
		SLOVAK REPUBLIC	$0	$0	$0	$0	$1	$0	n/a	n/a	0.00%
		UNITED STATES OF AMERICA	$2	$8	$8	$10	$9	$2	-9.09%	-4.88%	41.14%

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN RETAIL DOLLARS (000s)

				2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
APERITIF, DESSERT AND FORTIFIED WINE	VERMOUTH	**VERMOUTH**		**$2,701**	**$2,584**	**$2,518**	**$2,451**	**$2,421**	**$546**	**3.13%**	**-1.28%**	**7.55%**
IMPORT APERITIF, DESSERT AND FORTIFIED WINE - TOTAL				**$16,813**	**$15,816**	**$16,166**	**$16,109**	**$16,414**	**$3,854**	**3.63%**	**1.90%**	25.55%
TABLE WINE	ARGENTINA	RED	IMPORT BOTTLED	$24,528	$32,168	$38,328	$41,198	$41,475	$9,929	0.67%	0.67%	14.44%
			RED - TOTAL	**$24,528**	**$32,168**	**$38,328**	**$41,198**	**$41,475**	**$9,929**	**0.67%**	**0.67%**	**14.44%**
		ROSE	IMPORT BOTTLED	$3	$62	$132	$141	$79	$12	-54.50%	-43.74%	1.95%
			ROSE - TOTAL	**$3**	**$62**	**$132**	**$141**	**$79**	**$12**	**-54.50%**	**-43.74%**	**1.95%**
		WHITE	IMPORT BOTTLED	$2,644	$4,030	$4,446	$4,845	$4,906	$994	-9.57%	1.27%	8.54%
			WHITE - TOTAL	**$2,644**	**$4,030**	**$4,446**	**$4,845**	**$4,906**	**$994**	**-9.57%**	**1.27%**	**8.54%**
		TOTAL		**$27,175**	**$36,260**	**$42,906**	**$46,184**	**$46,461**	**$10,936**	**-0.49%**	**0.60%**	**13.80%**
	ARMENIA	WHITE	IMPORT BOTTLED	$1	$1	$0	$0	$0	$0	n/a	-100.00%	0.00%
			WHITE - TOTAL	**$1**	**$1**	**$0**	**$0**	**$0**	**$0**	**n/a**	**-100.00%**	**0.00%**
		TOTAL		**$1**	**$1**	**$0**	**$0**	**$0**	**$0**	**n/a**	**-100.00%**	**0.00%**
	AUSTRALIA	RED	CANADA BOTTLED	$157	$100	$86	$0	$0	$0	n/a	-100.00%	0.00%
			IMPORT BOTTLED	$88,938	$77,647	$72,820	$70,756	$64,718	$14,105	-10.78%	-8.53%	10.77%
			RED - TOTAL	**$89,094**	**$77,747**	**$72,907**	**$70,756**	**$64,718**	**$14,105**	**-10.78%**	**-8.53%**	**10.77%**
		ROSE	IMPORT BOTTLED	$265	$307	$261	$202	$205	$34	3.08%	1.51%	4.60%
			ROSE - TOTAL	**$265**	**$307**	**$261**	**$202**	**$205**	**$34**	**3.08%**	**1.51%**	**4.60%**
		WHITE	CANADA BOTTLED	$131	$63	$37	$0	$0	$0	n/a	n/a	0.00%
			IMPORT BOTTLED	$31,445	$29,451	$26,878	$27,173	$26,894	$5,589	-2.01%	-1.03%	7.32%
			WHITE - TOTAL	**$31,576**	**$29,514**	**$26,915**	**$27,173**	**$26,894**	**$5,589**	**-2.01%**	**-1.03%**	**7.32%**
		TOTAL		**$120,935**	**$107,568**	**$100,082**	**$98,131**	**$91,817**	**$19,728**	**-8.43%**	**-6.43%**	**9.74%**
	AUSTRIA	RED	IMPORT BOTTLED	$27	$39	$13	$25	$36	$13	141.19%	47.52%	9.30%
			RED - TOTAL	**$27**	**$39**	**$13**	**$25**	**$36**	**$13**	**141.19%**	**47.52%**	**9.30%**
		ROSE	IMPORT BOTTLED	$4	$10	$0	$0	$0	$0	n/a	n/a	0.00%
			ROSE - TOTAL	**$4**	**$10**	**$0**	**$0**	**$0**	**$0**	**n/a**	**n/a**	**0.00%**
		WHITE	IMPORT BOTTLED	$188	$182	$298	$228	$186	$35	-33.34%	-18.23%	22.38%

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
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				2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	AUSTRIA	WHITE	**WHITE - TOTAL**	**$188**	**$182**	**$298**	**$228**	**$186**	**$35**	**-33.34%**	**-18.23%**	**22.38%**
		TOTAL		**$218**	**$231**	**$311**	**$252**	**$223**	**$47**	**-17.47%**	**-11.82%**	**20.24%**
	BULGARIA	RED	IMPORT BOTTLED	$33	$1	$1	$12	$14	$5	85.97%	14.73%	-1.40%
			RED - TOTAL	**$33**	**$1**	**$1**	**$12**	**$14**	**$5**	**85.97%**	**14.73%**	**-1.40%**
		WHITE	IMPORT BOTTLED	$0	$0	$2	$15	$5	$0	-94.71%	-70.32%	0.00%
			WHITE - TOTAL	**$0**	**$0**	**$2**	**$15**	**$5**	**$0**	**-94.71%**	**-70.32%**	**0.00%**
		TOTAL		**$33**	**$1**	**$4**	**$28**	**$19**	**$6**	**4.03%**	**-32.31%**	**-0.38%**
	CHILE	RED	CANADA BOTTLED	$2,614	$2,154	$1,669	$1,255	$930	$218	-21.74%	-25.92%	24.95%
			IMPORT BOTTLED	$27,468	$27,969	$28,891	$29,506	$28,365	$6,550	-9.97%	-3.87%	6.65%
			RED - TOTAL	**$30,082**	**$30,122**	**$30,560**	**$30,761**	**$29,295**	**$6,768**	**-10.40%**	**-4.77%**	**7.23%**
		ROSE	IMPORT BOTTLED	$130	$124	$120	$105	$79	$10	-9.79%	-24.66%	2.85%
			ROSE - TOTAL	**$130**	**$124**	**$120**	**$105**	**$79**	**$10**	**-9.79%**	**-24.66%**	**2.85%**
		WHITE	CANADA BOTTLED	$2,017	$1,708	$1,268	$928	$722	$183	-8.40%	-22.22%	25.77%
			IMPORT BOTTLED	$10,321	$11,538	$12,176	$12,570	$13,142	$2,730	-1.28%	4.55%	9.65%
			WHITE - TOTAL	**$12,338**	**$13,246**	**$13,444**	**$13,498**	**$13,864**	**$2,913**	**-1.76%**	**2.71%**	**10.49%**
		TOTAL		**$42,550**	**$43,492**	**$44,124**	**$44,364**	**$43,238**	**$9,691**	**-7.97%**	**-2.54%**	**8.27%**
	CHINA	RED	IMPORT BOTTLED	$83	$66	$47	$28	$9	$2	-68.97%	-67.63%	4.02%
			RED - TOTAL	**$83**	**$66**	**$47**	**$28**	**$9**	**$2**	**-68.97%**	**-67.63%**	**4.02%**
		WHITE	IMPORT BOTTLED	$6	$4	$5	$13	$18	$4	-24.98%	32.10%	12.77%
			WHITE - TOTAL	**$6**	**$4**	**$5**	**$13**	**$18**	**$4**	**-24.98%**	**32.10%**	**12.77%**
		TOTAL		**$89**	**$70**	**$51**	**$41**	**$27**	**$6**	**-49.72%**	**-35.49%**	**9.80%**
	CROATIA	RED	IMPORT BOTTLED	$63	$59	$37	$18	$3	$0	-100.00%	-83.44%	0.00%
			RED - TOTAL	**$63**	**$59**	**$37**	**$18**	**$3**	**$0**	**-100.00%**	**-83.44%**	**0.00%**
		WHITE	IMPORT BOTTLED	$0	$1	$3	$0	$0	$0	n/a	n/a	0.00%
			WHITE - TOTAL	**$0**	**$1**	**$3**	**$0**	**$0**	**$0**	**n/a**	**n/a**	**0.00%**
		TOTAL		**$63**	**$60**	**$40**	**$18**	**$3**	**$0**	**-100.00%**	**-83.44%**	**0.00%**

IMPORT WINE MARKET
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				2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	CZECH REPUBLIC	RED	IMPORT BOTTLED	$15	$8	$0	$0	$0	$0	n/a	-100.00%	0.00%
			RED - TOTAL	**$15**	**$8**	**$0**	**$0**	**$0**	**$0**	**n/a**	**-100.00%**	**0.00%**
		WHITE	IMPORT BOTTLED	$19	$11	$0	$0	$0	$0	n/a	n/a	0.00%
			WHITE - TOTAL	**$19**	**$11**	**$0**	**$0**	**$0**	**$0**	**n/a**	**n/a**	**0.00%**
		TOTAL		**$33**	**$19**	**$0**	**$0**	**$0**	**$0**	**n/a**	**-100.00%**	**0.00%**
	FRANCE	RED	CANADA BOTTLED	$1,043	$1,315	$1,206	$1,341	$1,620	$422	17.73%	20.83%	1.52%
			IMPORT BOTTLED	$35,267	$29,956	$31,615	$36,215	$40,535	$8,282	11.82%	11.93%	8.30%
			RED - TOTAL	**$36,310**	**$31,270**	**$32,822**	**$37,556**	**$42,155**	**$8,704**	**12.09%**	**12.25%**	**8.04%**
		ROSE	IMPORT BOTTLED	$750	$1,189	$1,083	$1,165	$1,440	$174	39.32%	23.60%	9.03%
			ROSE - TOTAL	**$750**	**$1,189**	**$1,083**	**$1,165**	**$1,440**	**$174**	**39.32%**	**23.60%**	**9.03%**
		WHITE	CANADA BOTTLED	$458	$562	$385	$458	$561	$132	9.59%	22.58%	1.42%
			IMPORT BOTTLED	$12,663	$11,692	$11,651	$11,479	$12,433	$2,581	9.40%	8.32%	17.01%
			WHITE - TOTAL	**$13,121**	**$12,254**	**$12,036**	**$11,937**	**$12,995**	**$2,713**	**9.41%**	**8.86%**	**16.34%**
		TOTAL		**$50,181**	**$44,713**	**$45,941**	**$50,658**	**$56,590**	**$11,591**	**11.78%**	**11.71%**	**9.97%**
	GEORGIA	RED	IMPORT BOTTLED	$0	$0	$145	$187	$231	$61	104.92%	23.38%	1.52%
			RED - TOTAL	**$0**	**$0**	**$145**	**$187**	**$231**	**$61**	**104.92%**	**23.38%**	**1.52%**
		WHITE	IMPORT BOTTLED	$0	$0	$2	$10	$37	$10	332.81%	259.17%	0.81%
			WHITE - TOTAL	**$0**	**$0**	**$2**	**$10**	**$37**	**$10**	**332.81%**	**259.17%**	**0.81%**
		TOTAL		**$0**	**$0**	**$147**	**$197**	**$268**	**$71**	**121.43%**	**35.68%**	**1.42%**
	GERMANY	ICE WINE WHITE	IMPORT BOTTLED	$0	$0	$0	$2	$1	$0	-100.00%	-44.44%	0.00%
			ICE WINE WHITE - TOTAL	**$0**	**$0**	**$0**	**$2**	**$1**	**$0**	**-100.00%**	**-44.44%**	**0.00%**
		RED	IMPORT BOTTLED	$258	$233	$245	$184	$204	$48	46.35%	10.52%	6.54%
			RED - TOTAL	**$258**	**$233**	**$245**	**$184**	**$204**	**$48**	**46.35%**	**10.52%**	**6.54%**
		WHITE	IMPORT BOTTLED	$7,024	$7,136	$7,156	$7,269	$7,306	$1,609	7.67%	0.50%	7.96%
			WHITE - TOTAL	**$7,024**	**$7,136**	**$7,156**	**$7,269**	**$7,306**	**$1,609**	**7.67%**	**0.50%**	**7.96%**
		TOTAL		**$7,282**	**$7,368**	**$7,400**	**$7,455**	**$7,511**	**$1,657**	**8.38%**	**0.74%**	**7.93%**

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TABLE WINE	GREECE	RED	IMPORT BOTTLED	$928	$782	$718	$667	$620	$141	-4.74%	-6.95%	63.62%
			RED - TOTAL	**$928**	**$782**	**$718**	**$667**	**$620**	**$141**	**-4.74%**	**-6.95%**	**63.62%**
		ROSE	IMPORT BOTTLED	$1	$0	$0	$0	$0	$0	n/a	n/a	0.00%
			ROSE - TOTAL	**$1**	**$0**	**$0**	**$0**	**$0**	**$0**	**n/a**	**n/a**	**0.00%**
		WHITE	IMPORT BOTTLED	$690	$656	$664	$610	$568	$116	-1.89%	-6.81%	54.47%
			WHITE - TOTAL	**$690**	**$656**	**$664**	**$610**	**$568**	**$116**	**-1.89%**	**-6.81%**	**54.47%**
		TOTAL		**$1,618**	**$1,439**	**$1,382**	**$1,277**	**$1,189**	**$257**	**-3.48%**	**-6.88%**	**59.25%**
	HUNGARY	RED	IMPORT BOTTLED	$323	$269	$266	$242	$389	$78	47.63%	60.86%	1.57%
			RED - TOTAL	**$323**	**$269**	**$266**	**$242**	**$389**	**$78**	**47.63%**	**60.86%**	**1.57%**
		WHITE	IMPORT BOTTLED	$1,045	$1,002	$1,058	$1,151	$1,056	$194	-17.09%	-8.20%	7.00%
			WHITE - TOTAL	**$1,045**	**$1,002**	**$1,058**	**$1,151**	**$1,056**	**$194**	**-17.09%**	**-8.20%**	**7.00%**
		TOTAL		**$1,368**	**$1,271**	**$1,324**	**$1,393**	**$1,446**	**$272**	**-5.10%**	**3.80%**	**5.54%**
	INDIA	ROSE	IMPORT BOTTLED	$4	$0	$0	$0	$0	$0	n/a	n/a	0.00%
			ROSE - TOTAL	**$4**	**$0**	**$0**	**$0**	**$0**	**$0**	**n/a**	**n/a**	**0.00%**
		WHITE	IMPORT BOTTLED	$0	$0	$0	$0	$21	$10	n/a	n/a	33.01%
			WHITE - TOTAL	**$0**	**$0**	**$0**	**$0**	**$21**	**$10**	**n/a**	**n/a**	**33.01%**
		TOTAL		**$5**	**$0**	**$0**	**$0**	**$21**	**$10**	**n/a**	**n/a**	**33.01%**
	ISRAEL	RED	IMPORT BOTTLED	$241	$216	$134	$165	$180	$62	58.18%	9.26%	2.98%
			RED - TOTAL	**$241**	**$216**	**$134**	**$165**	**$180**	**$62**	**58.18%**	**9.26%**	**2.98%**
		ROSE	IMPORT BOTTLED	$0	$0	$3	$14	$16	$5	46.47%	19.41%	22.09%
			ROSE - TOTAL	**$0**	**$0**	**$3**	**$14**	**$16**	**$5**	**46.47%**	**19.41%**	**22.09%**
		WHITE	IMPORT BOTTLED	$92	$77	$71	$75	$78	$27	50.91%	3.62%	0.97%
			WHITE - TOTAL	**$92**	**$77**	**$71**	**$75**	**$78**	**$27**	**50.91%**	**3.62%**	**0.97%**
		TOTAL		**$333**	**$293**	**$207**	**$254**	**$275**	**$94**	**55.39%**	**8.13%**	**3.54%**
	ITALY	RED	IMPORT BOTTLED	$37,167	$35,746	$36,893	$38,292	$39,469	$9,488	9.75%	3.07%	21.52%
			RED - TOTAL	**$37,167**	**$35,746**	**$36,893**	**$38,292**	**$39,469**	**$9,488**	**9.75%**	**3.07%**	**21.52%**

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TABLE WINE	ITALY	ROSE	IMPORT BOTTLED	$44	$113	$595	$804	$830	$125	13.70%	3.26%	3.00%
			ROSE - TOTAL	**$44**	**$113**	**$595**	**$804**	**$830**	**$125**	**13.70%**	**3.26%**	**3.00%**
		WHITE	IMPORT BOTTLED	$16,284	$16,940	$18,101	$19,659	$21,542	$4,337	10.81%	9.58%	22.81%
			WHITE - TOTAL	**$16,284**	**$16,940**	**$18,101**	**$19,659**	**$21,542**	**$4,337**	**10.81%**	**9.58%**	**22.81%**
		TOTAL		**$53,496**	**$52,798**	**$55,589**	**$58,755**	**$61,841**	**$13,950**	**10.11%**	**5.25%**	**21.72%**
	LEBANON	RED	IMPORT BOTTLED	$49	$28	$24	$23	$22	$6	57.96%	-2.12%	43.27%
			RED - TOTAL	**$49**	**$28**	**$24**	**$23**	**$22**	**$6**	**57.96%**	**-2.12%**	**43.27%**
		ROSE	IMPORT BOTTLED	$5	$0	$3	$4	$3	$0	-54.17%	-31.82%	100.00%
			ROSE - TOTAL	**$5**	**$0**	**$3**	**$4**	**$3**	**$0**	**-54.17%**	**-31.82%**	**100.00%**
		WHITE	IMPORT BOTTLED	$15	$5	$7	$6	$1	$0	-93.17%	-77.22%	0.00%
			WHITE - TOTAL	**$15**	**$5**	**$7**	**$6**	**$1**	**$0**	**-93.17%**	**-77.22%**	**0.00%**
		TOTAL		**$69**	**$33**	**$34**	**$33**	**$27**	**$6**	**30.07%**	**-18.93%**	**51.69%**
	MEXICO	RED	IMPORT BOTTLED	$20	$15	$23	$16	$10	$2	-45.27%	-38.47%	18.65%
			RED - TOTAL	**$20**	**$15**	**$23**	**$16**	**$10**	**$2**	**-45.27%**	**-38.47%**	**18.65%**
		WHITE	IMPORT BOTTLED	$1	$3	$7	$3	$1	$0	-73.95%	-60.62%	0.00%
			WHITE - TOTAL	**$1**	**$3**	**$7**	**$3**	**$1**	**$0**	**-73.95%**	**-60.62%**	**0.00%**
		TOTAL		**$22**	**$18**	**$31**	**$19**	**$11**	**$3**	**-48.86%**	**-41.93%**	**18.65%**
	MOLDOVA, REPUBLIC OF	RED	IMPORT BOTTLED	$2	$0	$0	$0	$0	$0	n/a	n/a	0.00%
			RED - TOTAL	**$2**	**$0**	**$0**	**$0**	**$0**	**$0**	**n/a**	**n/a**	**0.00%**
		TOTAL		**$2**	**$0**	**$0**	**$0**	**$0**	**$0**	**n/a**	**n/a**	**0.00%**
	MONTENEGRO	RED	IMPORT BOTTLED	$55	$50	$63	$60	$65	$14	-14.12%	8.60%	1.41%
			RED - TOTAL	**$55**	**$50**	**$63**	**$60**	**$65**	**$14**	**-14.12%**	**8.60%**	**1.41%**
		TOTAL		**$55**	**$50**	**$63**	**$60**	**$65**	**$14**	**-14.12%**	**8.60%**	**1.41%**
	MOROCCO	RED	IMPORT BOTTLED	$7	$0	$0	$0	$0	$0	n/a	n/a	0.00%
			RED - TOTAL	**$7**	**$0**	**$0**	**$0**	**$0**	**$0**	**n/a**	**n/a**	**0.00%**
		TOTAL		**$7**	**$0**	**$0**	**$0**	**$0**	**$0**	**n/a**	**n/a**	**0.00%**

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN MARCH
SALES IN RETAIL DOLLARS (000s)

				2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	NEW ZEALAND	RED	IMPORT BOTTLED	$1,702	$1,778	$2,331	$2,540	$2,797	$598	-7.43%	10.13%	18.03%
			RED - TOTAL	**$1,702**	**$1,778**	**$2,331**	**$2,540**	**$2,797**	**$598**	**-7.43%**	**10.13%**	**18.03%**
		ROSE	IMPORT BOTTLED	$61	$11	$29	$12	$0	$0	n/a	-100.00%	0.00%
			ROSE - TOTAL	**$61**	**$11**	**$29**	**$12**	**$0**	**$0**	**n/a**	**-100.00%**	**0.00%**
		WHITE	CANADA BOTTLED	$0	$0	$0	$0	$151	$62	n/a	n/a	36.46%
			IMPORT BOTTLED	$11,877	$13,999	$17,366	$20,768	$24,947	$5,171	19.77%	20.13%	20.53%
			WHITE - TOTAL	**$11,877**	**$13,999**	**$17,366**	**$20,768**	**$25,098**	**$5,233**	**21.21%**	**20.85%**	**20.63%**
		TOTAL		**$13,640**	**$15,788**	**$19,726**	**$23,320**	**$27,896**	**$5,832**	**17.48%**	**19.62%**	**20.37%**
	PORTUGAL	RED	CANADA BOTTLED	$0	$0	$0	$0	$0	$0	n/a	n/a	0.00%
			IMPORT BOTTLED	$1,604	$1,653	$1,932	$2,048	$1,742	$441	6.17%	-14.94%	5.22%
			RED - TOTAL	**$1,604**	**$1,653**	**$1,932**	**$2,048**	**$1,743**	**$441**	**6.17%**	**-14.92%**	**5.22%**
		ROSE	IMPORT BOTTLED	$695	$697	$870	$791	$823	$153	0.97%	4.07%	1.86%
			ROSE - TOTAL	**$695**	**$697**	**$870**	**$791**	**$823**	**$153**	**0.97%**	**4.07%**	**1.86%**
		WHITE	IMPORT BOTTLED	$1,063	$1,196	$1,350	$1,449	$1,622	$263	7.78%	12.00%	4.70%
			WHITE - TOTAL	**$1,063**	**$1,196**	**$1,350**	**$1,449**	**$1,622**	**$263**	**7.78%**	**12.00%**	**4.70%**
		TOTAL		**$3,362**	**$3,546**	**$4,153**	**$4,288**	**$4,188**	**$857**	**5.68%**	**-2.32%**	**4.36%**
	ROMANIA	WHITE	IMPORT BOTTLED	$0	$0	$0	$0	$0	$0	-100.00%	-100.00%	0.00%
			WHITE - TOTAL	**$0**	**$0**	**$0**	**$0**	**$0**	**$0**	**-100.00%**	**-100.00%**	**0.00%**
		TOTAL		**$0**	**$0**	**$0**	**$0**	**$0**	**$0**	**-100.00%**	**-100.00%**	**0.00%**
	SLOVENIA	RED	IMPORT BOTTLED	$0	$0	$1	$0	$0	$0	n/a	-100.00%	0.00%
			RED - TOTAL	**$0**	**$0**	**$1**	**$0**	**$0**	**$0**	**n/a**	**-100.00%**	**0.00%**
		WHITE	IMPORT BOTTLED	$8	$13	$1	$0	$1	$0	n/a	194.96%	0.00%
			WHITE - TOTAL	**$8**	**$13**	**$1**	**$0**	**$1**	**$0**	**n/a**	**194.96%**	**0.00%**
		TOTAL		**$8**	**$13**	**$1**	**$0**	**$1**	**$0**	**n/a**	**74.39%**	**0.00%**
	SOUTH AFRICA	RED	CANADA BOTTLED	$8	$11	$3	$0	$0	$0	n/a	n/a	0.00%
			IMPORT BOTTLED	$9,835	$9,045	$8,628	$8,221	$7,926	$1,865	-1.66%	-3.59%	4.19%

IMPORT WINE MARKET
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				2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	SOUTH AFRICA	RED	**RED - TOTAL**	**$9,843**	**$9,055**	**$8,631**	**$8,221**	**$7,926**	**$1,865**	**-1.66%**	**-3.59%**	**4.19%**
		ROSE	IMPORT BOTTLED	$28	$1	$34	$0	$3	$0	n/a	n/a	0.00%
			ROSE - TOTAL	**$28**	**$1**	**$34**	**$0**	**$3**	**$0**	**n/a**	**n/a**	**0.00%**
		WHITE	CANADA BOTTLED	$6	$9	$3	$0	$0	$0	n/a	n/a	0.00%
			IMPORT BOTTLED	$4,601	$4,680	$4,877	$5,257	$5,156	$1,064	-6.29%	-1.91%	5.79%
			WHITE - TOTAL	**$4,608**	**$4,688**	**$4,880**	**$5,257**	**$5,156**	**$1,064**	**-6.29%**	**-1.91%**	**5.79%**
		TOTAL		**$14,479**	**$13,745**	**$13,545**	**$13,478**	**$13,086**	**$2,929**	**-3.39%**	**-2.93%**	**4.82%**
	SPAIN	RED	IMPORT BOTTLED	$11,942	$11,859	$13,590	$16,518	$17,830	$4,567	15.18%	7.94%	7.38%
			RED - TOTAL	**$11,942**	**$11,859**	**$13,590**	**$16,518**	**$17,830**	**$4,567**	**15.18%**	**7.94%**	**7.38%**
		ROSE	IMPORT BOTTLED	$224	$179	$242	$168	$222	$34	91.36%	32.01%	13.61%
			ROSE - TOTAL	**$224**	**$179**	**$242**	**$168**	**$222**	**$34**	**91.36%**	**32.01%**	**13.61%**
		WHITE	IMPORT BOTTLED	$694	$735	$861	$1,077	$1,125	$226	11.69%	4.48%	16.69%
			WHITE - TOTAL	**$694**	**$735**	**$861**	**$1,077**	**$1,125**	**$226**	**11.69%**	**4.48%**	**16.69%**
		TOTAL		**$12,860**	**$12,773**	**$14,693**	**$17,763**	**$19,177**	**$4,827**	**15.33%**	**7.96%**	**8.00%**
	SWITZERLAND	RED	IMPORT BOTTLED	$2	$0	$0	$0	$0	$0	n/a	n/a	0.00%
			RED - TOTAL	**$2**	**$0**	**$0**	**$0**	**$0**	**$0**	**n/a**	**n/a**	**0.00%**
		WHITE	IMPORT BOTTLED	$1	$0	$9	$0	$0	$0	-100.00%	-100.00%	0.00%
			WHITE - TOTAL	**$1**	**$0**	**$9**	**$0**	**$0**	**$0**	**-100.00%**	**-100.00%**	**0.00%**
		TOTAL		**$3**	**$0**	**$9**	**$0**	**$0**	**$0**	**-100.00%**	**-100.00%**	**0.00%**
	TURKEY	RED	IMPORT BOTTLED	$0	$3	$0	$9	$5	$2	3.02%	-49.22%	3.71%
			RED - TOTAL	**$0**	**$3**	**$0**	**$9**	**$5**	**$2**	**3.02%**	**-49.22%**	**3.71%**
		TOTAL		**$0**	**$3**	**$0**	**$9**	**$5**	**$2**	**3.02%**	**-49.22%**	**3.71%**
	UNITED STATES OF AMERICA	ICE WINE WHITE	IMPORT BOTTLED	$0	$0	$0	$2	$0	$0	-100.00%	-100.00%	0.00%
			ICE WINE WHITE - TOTAL	**$0**	**$0**	**$0**	**$2**	**$0**	**$0**	**-100.00%**	**-100.00%**	**0.00%**
		RED	CANADA BOTTLED	$3,666	$3,739	$3,441	$2,985	$2,531	$625	-12.81%	-15.22%	1.55%
			IMPORT BOTTLED	$50,950	$49,898	$54,785	$64,150	$76,335	$18,631	18.86%	19.00%	17.07%

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				2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	UNITED STATES OF AMERICA	RED	**RED - TOTAL**	**$54,616**	**$53,637**	**$58,226**	**$67,135**	**$78,866**	**$19,256**	**17.48%**	**17.48%**	**16.58%**
		ROSE	CANADA BOTTLED	$86	$83	$30	$8	$4	$0	-99.24%	-52.63%	0.00%
			IMPORT BOTTLED	$4,595	$4,444	$4,315	$4,194	$4,176	$936	5.92%	-0.43%	6.53%
			ROSE - TOTAL	**$4,681**	**$4,528**	**$4,344**	**$4,202**	**$4,180**	**$936**	**5.74%**	**-0.53%**	**6.52%**
		WHITE	CANADA BOTTLED	$1,975	$1,982	$1,724	$1,469	$1,018	$218	-30.03%	-30.71%	2.22%
			IMPORT BOTTLED	$22,073	$22,628	$23,706	$26,113	$28,424	$6,142	11.77%	8.85%	14.61%
			WHITE - TOTAL	**$24,048**	**$24,610**	**$25,430**	**$27,582**	**$29,442**	**$6,360**	**9.53%**	**6.74%**	**14.18%**
		TOTAL		**$83,344**	**$82,775**	**$88,000**	**$98,921**	**$112,488**	**$26,552**	**15.02%**	**13.72%**	**15.57%**
	URUGUAY	RED	IMPORT BOTTLED	$19	$28	$53	$22	$17	$3	-39.46%	-21.41%	3.64%
			RED - TOTAL	**$19**	**$28**	**$53**	**$22**	**$17**	**$3**	**-39.46%**	**-21.41%**	**3.64%**
		WHITE	IMPORT BOTTLED	$0	$0	$1	$1	$0	$0	n/a	-101.45%	0.00%
			WHITE - TOTAL	**$0**	**$0**	**$1**	**$1**	**$0**	**$0**	**n/a**	**-101.45%**	**0.00%**
		TOTAL		**$19**	**$28**	**$53**	**$23**	**$17**	**$3**	**-39.46%**	**-24.57%**	**3.64%**
IMPORT TABLE WINE - SUMMARY			CANADA BOTTLED	$12,161	$11,725	$9,852	$8,443	$7,537	$1,861	-6.38%	-10.74%	7.54%
			IMPORT BOTTLED	$421,091	$412,631	$429,966	$458,479	$480,351	$107,479	4.88%	4.77%	13.42%
IMPORT TABLE WINE - TOTAL				**$433,252**	**$424,356**	**$439,817**	**$466,922**	**$487,888**	**$109,339**	**4.67%**	**4.49%**	**13.33%**
SPARKLING WINE	ARGENTINA	RED		$0	$0	$1	$1	$1	$0	n/a	-56.25%	0.00%
		ROSE		$0	$0	$3	$4	$5	$3	432.04%	14.31%	62.04%
		WHITE		$29	$52	$49	$52	$123	$30	151.51%	137.48%	5.27%
		TOTAL		**$29**	**$52**	**$53**	**$57**	**$129**	**$32**	**162.99%**	**124.15%**	**7.32%**
	AUSTRALIA	RED		$298	$227	$183	$170	$149	$36	32.40%	-12.43%	1.06%
		ROSE		$744	$1,363	$1,275	$1,176	$1,315	$351	52.17%	11.83%	3.18%
		WHITE		$2,019	$1,935	$1,654	$1,510	$1,659	$354	61.87%	9.84%	5.27%
		TOTAL		**$3,061**	**$3,526**	**$3,112**	**$2,856**	**$3,123**	**$742**	**55.47%**	**9.33%**	**4.19%**
	AUSTRIA	ROSE		$0	$0	$0	$0	$0	$0	-0.01%	-0.01%	0.00%
		TOTAL		**$0**	**$0**	**$0**	**$0**	**$0**	**$0**	**-0.01%**	**-0.01%**	**0.00%**

IMPORT WINE MARKET
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			2009	2010	2011	2012	2013	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
SPARKLING WINE	CHILE	ROSE	$251	$282	$322	$355	$316	$58	-15.28%	-11.07%	1.19%
		WHITE	$14	$0	$2	$2	$1	$0	-100.00%	-69.89%	0.00%
		TOTAL	**$265**	**$282**	**$324**	**$357**	**$317**	**$58**	**-15.31%**	**-11.44%**	**1.19%**
	CHINA	WHITE	$0	$0	$0	$4	$3	$0	-85.92%	-20.20%	0.65%
		TOTAL	**$0**	**$0**	**$0**	**$4**	**$3**	**$0**	**-85.92%**	**-20.20%**	**0.65%**
	CZECH REPUBLIC	WHITE	$24	$0	$0	$0	$0	$0	n/a	n/a	0.00%
		TOTAL	**$24**	**$0**	**$0**	**$0**	**$0**	**$0**	**n/a**	**n/a**	**0.00%**
	FRANCE	RED	$0	$0	$0	$21	$0	$0	n/a	-100.00%	0.00%
		ROSE	$1,169	$1,191	$1,346	$1,581	$1,735	$367	14.47%	9.78%	16.44%
		ROSE TABLE WINE	$0	$0	$49	$91	$119	$21	13.72%	30.95%	5.98%
		WHITE	$10,532	$10,166	$9,614	$10,155	$10,564	$2,215	28.78%	4.02%	26.89%
		WHITE TABLE WINE	$139	$142	$202	$166	$166	$42	54.58%	-0.20%	15.49%
		TOTAL	**$11,840**	**$11,499**	**$11,211**	**$12,014**	**$12,584**	**$2,645**	**26.78%**	**4.74%**	**25.10%**
	GERMANY	ROSE	$0	$207	$264	$324	$366	$83	21.75%	13.09%	4.48%
		WHITE	$2,536	$2,645	$2,840	$2,823	$2,806	$577	39.80%	-0.60%	12.58%
		TOTAL	**$2,536**	**$2,851**	**$3,104**	**$3,147**	**$3,172**	**$660**	**37.25%**	**0.81%**	**11.64%**
	HUNGARY	ROSE	$0	$0	$0	$0	$1	$1	n/a	n/a	0.00%
		WHITE	$264	$326	$308	$279	$224	$45	11.03%	-19.64%	1.35%
		TOTAL	**$264**	**$326**	**$308**	**$279**	**$225**	**$46**	**11.03%**	**-19.64%**	**1.35%**
	ISRAEL	WHITE	$4	$0	$0	$0	$0	$0	n/a	n/a	0.00%
		TOTAL	**$4**	**$0**	**$0**	**$0**	**$0**	**$0**	**n/a**	**n/a**	**0.00%**
	ITALY	RED	$0	$1	$0	$2	$1	$0	-100.00%	-40.62%	0.00%
		ROSE	$141	$220	$237	$230	$261	$48	23.88%	13.77%	12.19%
		WHITE	$2,514	$3,194	$3,543	$4,131	$5,179	$1,134	48.61%	25.36%	22.71%
		TOTAL	**$2,655**	**$3,414**	**$3,779**	**$4,363**	**$5,442**	**$1,182**	**46.96%**	**24.71%**	**22.20%**
	NEW ZEALAND	ROSE	$4	$1	$1	$73	$147	$33	36.83%	101.44%	9.82%

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SPARKLING WINE	NEW ZEALAND	WHITE	$106	$72	$163	$358	$345	$75	15.72%	-3.53%	8.58%
		TOTAL	**$110**	**$73**	**$164**	**$431**	**$492**	**$108**	**21.39%**	**14.26%**	**8.95%**
	PORTUGAL	ROSE	$9	$14	$10	$0	$0	$0	n/a	-100.00%	0.00%
		WHITE	$5	$6	$8	$3	$5	$1	9.55%	62.68%	25.37%
		TOTAL	**$14**	**$20**	**$18**	**$3**	**$5**	**$1**	**9.55%**	**61.34%**	**25.37%**
	SOUTH AFRICA	ROSE	$3	$6	$2	$4	$4	$2	75.92%	-1.46%	0.00%
		WHITE	$44	$262	$303	$264	$244	$60	28.18%	-7.33%	4.57%
		TOTAL	**$47**	**$268**	**$305**	**$267**	**$248**	**$63**	**29.51%**	**-7.24%**	**4.57%**
	SPAIN	RED	$0	$0	$1	$2	$0	$0	-100.00%	-100.00%	0.00%
		ROSE	$304	$283	$368	$294	$242	$57	13.70%	-17.82%	9.49%
		WHITE	$4,566	$4,669	$4,768	$4,745	$4,821	$1,063	39.08%	1.61%	17.05%
		TOTAL	**$4,871**	**$4,952**	**$5,136**	**$5,041**	**$5,063**	**$1,120**	**37.33%**	**0.44%**	**16.69%**
	UNITED STATES OF AMERICA	ROSE	$45	$251	$129	$42	$36	$12	180.62%	-15.73%	12.55%
		WHITE	$1,866	$1,882	$1,878	$1,843	$1,754	$401	20.89%	-4.85%	10.49%
		TOTAL	**$1,910**	**$2,133**	**$2,007**	**$1,886**	**$1,790**	**$413**	**22.91%**	**-5.10%**	**10.53%**
IMPORT SPARKLING WINE - TOTAL			**$27,631**	**$29,396**	**$29,521**	**$30,706**	**$32,592**	**$7,070**	**34.40%**	**6.14%**	**18.33%**
WINE - GIFT PACKS		AUSTRALIA	$127	$127	$62	$0	$0	$0	n/a	-100.00%	0.00%
		CHILE	$0	$0	$0	$16	$6	$2	349.98%	-62.82%	9.48%
		FRANCE	$64	$93	$155	$160	$218	$43	455.97%	36.09%	2.13%
		ITALY	$84	$1	$0	$30	$0	$0	-100.00%	-99.74%	0.00%
		PORTUGAL	$4	$6	$0	$0	$0	$0	n/a	n/a	0.00%
		SOUTH AFRICA	$0	$100	$0	$0	$61	$22	n/a	n/a	0.37%
		SPAIN	$0	$48	$24	$0	$52	$15	n/a	n/a	0.66%
		UNITED STATES OF AMERICA	$0	$0	$0	$43	$0	$0	-100.00%	-100.00%	0.00%
IMPORT WINE - GIFT PACKS - TOTAL			**$279**	**$375**	**$241**	**$250**	**$337**	**$82**	**410.31%**	**35.01%**	**1.71%**
IMPORT WINE - TOTAL			**$477,975**	**$469,942**	**$485,745**	**$513,987**	**$537,232**	**$120,345**	**6.07%**	**4.52%**	**14.00%**

GLOSSARY AND EXPLANATORY NOTES

"CANADA BOTTLED"	This is used in the imported wine market section to show wines that were imported in bulk and bottled in Canada.
"IMPORT BOTTLED"	This is used in the imported wine market section to indicate imported wine bottled outside of Canada.
Domestic Beer	The Domestic Beer Market section was revised in September 2012 to reflect sales as follows: a) Breweries with Annual Production over 160,000HL b) Breweries with Annual Production over 15,000HL and up to 160,000HL c) Breweries with Annual Production up to 15,000HL
Negative Sales	Occasionally, negative sales are reported. This is usually due to adjustments or product returns.
Periods	Refers to the LDB's financial periods which correspond approximately to calendar months.
Retail Dollar Sales	Value of sales before any applicable discounts are applied and without GST, PST, or HST.
Vintners Quality Alliance (VQA)	This is a quality designation for wine. British Columbia VQA wines are made entirely from grapes grown in the province and are certified by a panel of experts.

Contact Information

For more information about the Quarterly Market Review, please contact the LDB's Information and Privacy Department:

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